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"THE GRAIN WAREHOUSE LICENSE MEASURE" IN THIS ISSUE

THE AMERICAN ELEVATOR AND GRAIN TRADE

Entered as second-class matter June 26, 1885, at the Post Office at Chicago, Illinois, under Act of March 3rd, 1879.

A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

PUBLISHED BY
Mitchell Brothers Publishing Co.

VOL. XXXIII.

CHICAGO, ILLINOIS, JANUARY 15, 1915.

No. 7.

One Dollar Per Annum.
SINGLE COPIES, TEN CENTS.

Determine the Exact Dockage of Every Load of Wheat

THE EMERSON WHEAT TESTER

eliminates all guess work in dockage and saves all the wheat.

OVER 1,500 ELEVATORS NOW
USING THIS TESTER

It is the most convenient and satisfactory WHEAT TESTER made. Each machine is sold with an absolute guarantee. The saving in wheat, time, mistakes and money soon pays for the EMERSON TESTER. Write today for further particulars.

WM. H. EMERSON & SONS,



DETROIT, MICH.
and WINDSOR, ONT

Did It Ever Occur to You

That the best way to get what you want, and get it promptly, is to send your orders to people who have had experience in the business and who carry a stock of goods always ready for quick shipment? We have been in the Elevator and Mill Furnishing business over twenty-five years and feel that we know something about it. We carry in stock a complete line of supplies, including Testing Sieves, Transmission Rope, Belting, Steel Split Pulleys in sizes up to 54-inch, Elevator Buckets, Conveyor Chain Belting, Sprockets, Lace Leather, Scoops, Shafting, Collars, Bearings, etc., etc. Send us your orders. We will satisfy you.

THE
STRONG-SCOTT MANUFACTURING CO.
MINNEAPOLIS, MINN.

Northwestern Agents for The Great Western Mfg. Co., Richardson Automatic Scales, Invincible Cleaners, Knickerbocker Dust Collectors

Consign your Grain and Field Seeds to

Somers, Jones & Co.

82 Board of Trade, CHICAGO

The WAGNER

Covers all markets. Ask for the weekly or daily issue. Has the largest circulation of any grain literature. 1915 wheat and provision circulars on request. Investment inquiries in wheat, corn, oats, provisions, cotton securities, cotton oil, answered by mail or wire. Estab. 28 years. E. W. WAGNER & CO., Board of Trade, Chicago.

LETTER

The Climax Scoop Truck

Is a scoop on wheels carrying 2½ bushels of grain and 200 lbs of coal. With it a boy can do more than five men with hand scoops.

Saves time and labor which are money.

Saves fretting and sweating and demurrage bills.

Saves its cost in wear of other scoops.

Be "up-to-date" and ORDER NOW.



Price \$10.00
At Factory.
Detroit
Scoop-Truck Company
2227 W. Jefferson Ave. DETROIT, MICH.

JAMES E. BENNETT & CO.

Member Chicago Board of Trade

Commission Merchants

GRAIN PROVISIONS STOCKS—BONDS

Ship your grain to us.

Chicago—Peoria—St. Louis

Ask for Bids

Postal Telegraph Building
332 So. La Salle St., Chicago

ST. LOUIS
211 Merchants Exchange

PEORIA
11 Board of Trade

The Barnard-Cornwall

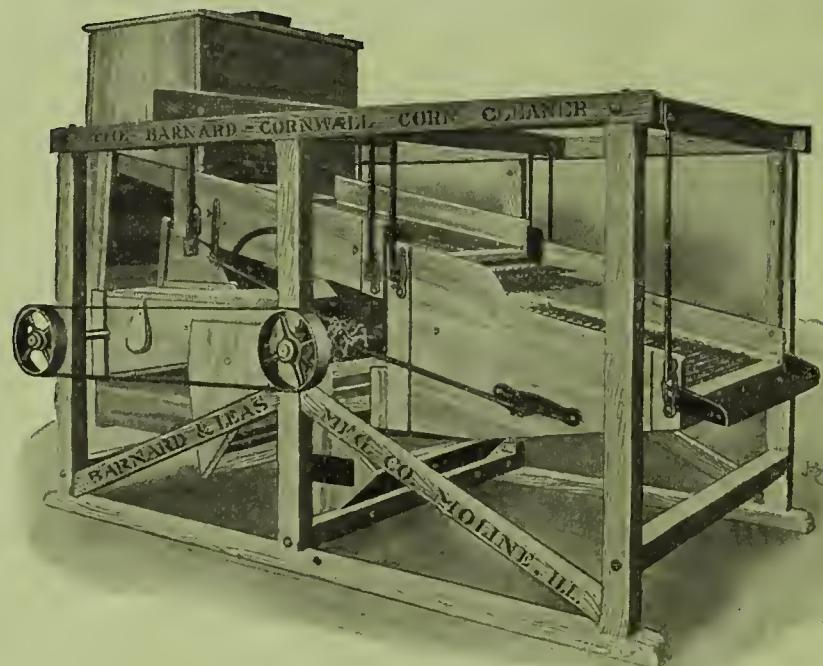
Corn Cleaner

Is practically two machines in one—a corn cleaner and a receiving separator, according to the kind of sieves used.

Will clean wheat, oats and other grain as well as corn.

It has a double row of steel rods for separating the corn from the cobs and husks. Is equipped with our patent finger sieve which cannot clog. Has counterbalanced shaker, two air separations and the latest style feeder.

*The First
of the
Sieve
Corn Cleaners*



*Always
the Leader
in Capacity,
Efficiency
and Durability*



The Victor Corn Sheller

Is known wherever corn is grown as the standard sheller. It shells corn economically, efficiently and easily.

Has spiral conveyor feed and is adjustable while running.

Install these machines and be ready for the new crop.

BARNARD & LEAS MFG. CO.
MILL BUILDERS AND
MILL FURNISHERS
ESTABLISHED 1860. MOLINE, ILLINOIS, U.S.A.

WESTERN

Means Dependability What It Means to You

Your success with a corn sheller is limited by its *dependability*. Your sheller is not satisfactory unless you can depend upon it all the time. Ask any experienced elevator operator and he will tell you that dependability is one of the important factors connected with your corn shelling equipment.

If you want dependability and your money's worth of corn sheller there is only one sheller for you—the Western Sheller. Its dependability is so well established that more Western Shellers are bought year after year than all other makes combined selling at the Western price.

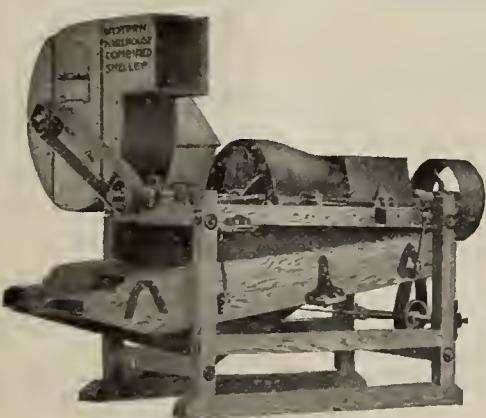
But price has little to do with it. What you want is *dependability*. Many elevator operators have replaced other makes of shellers with the Western to get *greater dependability*. Western operators never have any anxiety as to whether their shellers will work all the time. You are safe when you buy a Western.

Western Shellers are designed for easy installation and are built very strong and of the best material. All shelling surfaces are subject to special chilling process, making them hard as steel. They run at a slow speed, insuring cool boxes and uncut bearings, are self-feeding, require no attention and occupy less floor space than any other sheller of equal capacity. Western Shellers are built in five styles with capacities varying from 125 to 2000 bushels per hour, and are the most dependable sheller on the market today. Thousands of operators will verify our claim. Ask your neighbor Western operator.

Don't forget to write for our new catalogue giving valuable information about Western Shellers and Cleaners, our claims and guarantee. It will prove a source of profit to you. A postal is all that is necessary.



"Western" Pitless Sheller



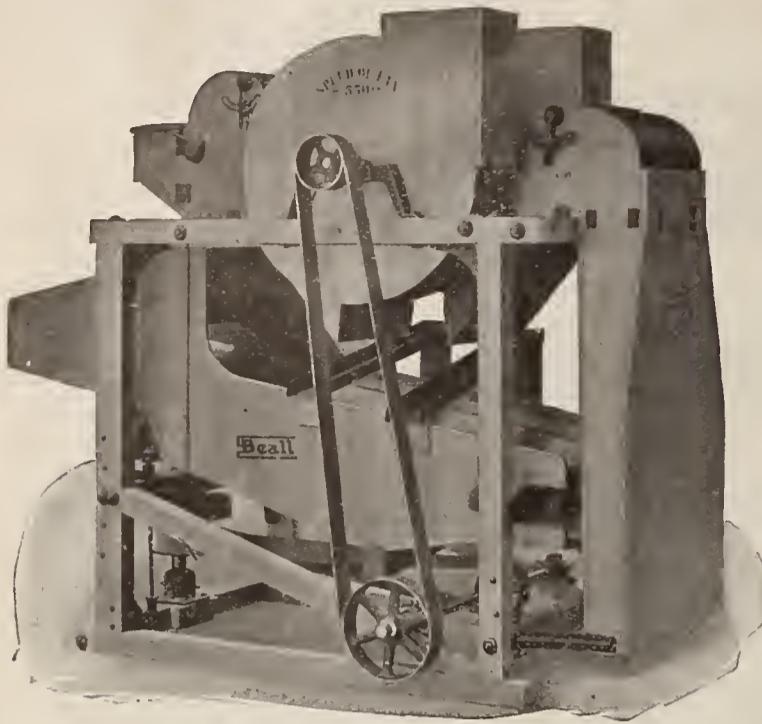
"Western" Warehouse Combined Sheller



"Western" Regular Separate Warehouse Sheller

UNION IRON WORKS
DECATUR ILLINOIS U.S.A.

Complete line of Shellers and Cleaners kept at 1221-23 Union Ave. Kansas City, Mo.



Built in Ten Sizes

"Eight years of splendid service and still doing its work as thorough as when first installed", says one operator. Read and see:—

Nov. 19, 1914, Versailles, Ohio

Gentlemen:

I installed one of your No. 5 Beall Rotating Corn, Oats and Wheat Cleaners in my elevator in 1906 and have used same continuously, and after EIGHT years of splendid service it is doing its work as thorough as when installed. From an economical standpoint I doubt if it has an equal, as all the repairs placed upon it in that time of service was a new screen put in this fall, which cost about \$1.00. I can recommend the Beall to the most critical purchaser

Respectfully yours,

W. C. HILE.

Grain cleaned with a



New Rotating Warehouse and Elevator Separator

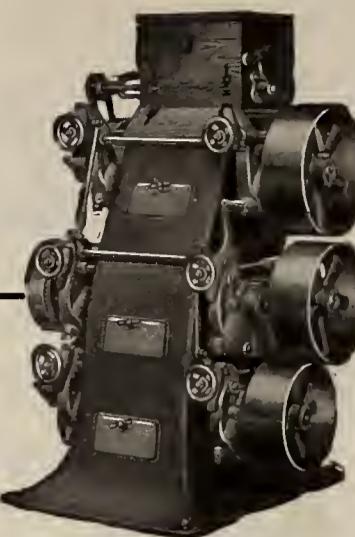
raises its grade making it comply in every respect with the Federal grain grades.

The new Beall is extremely simple in design, built very strong, is thoroughly braced, and will not rattle. It embodies all the best features found in separators of other makes, and to these we have added the following pronounced features:

- 1st. It has a rotating motion, slow speed and perfect balance.
- 2nd. It has two fans working independent of each other.
- 3rd. The main screens are large and are guaranteed to handle the capacity represented, which is large for the amount of floor space.
- 4th. It has large sand screens for removing cracked corn, etc.
- 5th. A small amount of horse power is required for operating.

IMPORTANT We want every grain elevator operator to write us his cleaning and grading troubles. Also write for further comments on the wonderful work of the Beall Separator. Every Beall operator is a Beall booster.

The Beall Improvements Co., Inc.
DECATUR, ILLINOIS, U. S. A.



N. & M. Three Pair High Roller

You need this sturdy, capable general purpose mill

For grinding feed, table corn meal, pearl meal, linseed, etc., you can use this mill with great profit. This mill is built by men who know milling conditions, for those who want the best in milling equipment.

N. & M. Co. Three Pair High Mill

It has the characteristic N. & M. rugged strength combined with flexibility of operation necessary to handle widely different stocks. Will grind extremely fine, medium or coarse, just as you wish.

Solid one piece cast frame—doors for examining stock beneath each pair of rolls—Ansonia rolls with our easy running, long wearing, collar oiling bearings—one lever simultaneously spreads or closes all three pairs of rolls—any pair of rolls may be removed without disturbing the others—furnished with either belt or gear drive on slow side.

See book on Mills, No. 1290 for details.
If you haven't got it we will send it on request.

Everything
for the
Modern
Mill

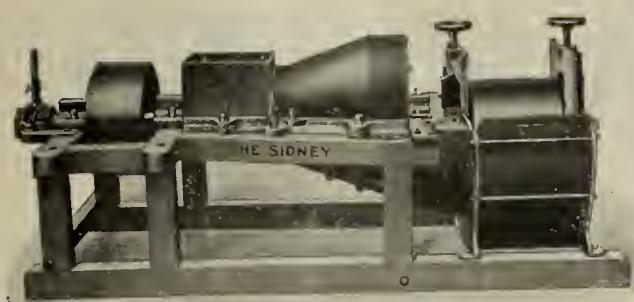
**Nordyke
& Marmon Co.**
INDIANAPOLIS, IND.

Established 1861

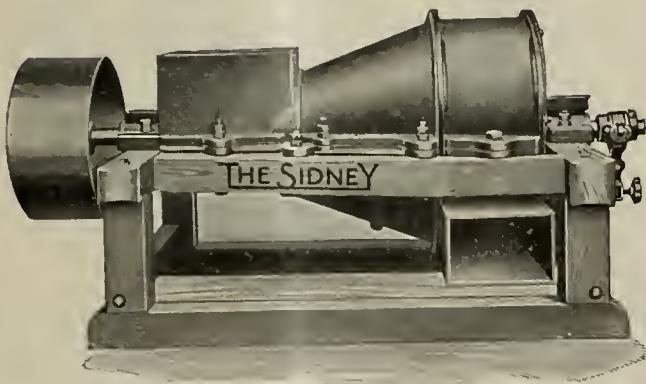
Ask for
Catalogs
on any
Equipment
you need

America's Leading Mill Builders





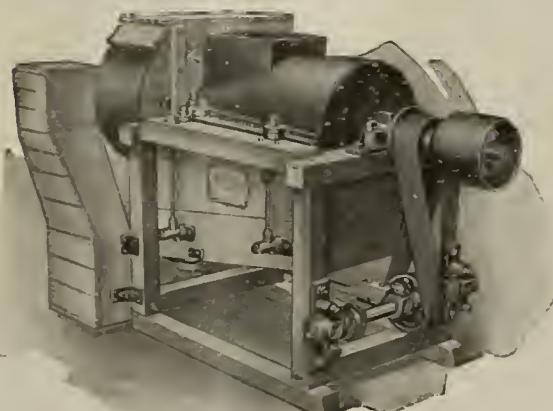
Sidney Combined Sheller and Boot, With or Without Belt Tighteners on Boot



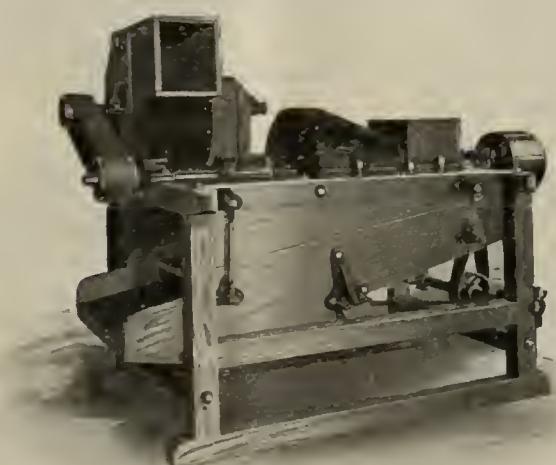
Sidney Pitless Corn Sheller



Sidney Regular Corn Sheller



Sidney Mill Sheller



Sidney Combined Sheller and Cleaner

Don't Take Any Chances

with your corn shelling equipment. You need the best money can buy for your entire satisfaction and ultimate success. And remember

Sidney Shellers
still lead the leaders,

having done so since their first appearance on the market over 50 years ago, a record to be proud of. Is there anything more convincing than this? Thousands upon thousands of Sidney Shellers are now in operation daily as a proof of Sidney's service and superiority.

Sidney success has been due first to Sidney quality and next to the appreciation of the fact that any corn sheller reaches its highest efficiency when perfectly adapted to the work it has to do. That is the underlying principle of the Sidney Sheller which is the development of a business that for over half a century has been noted for its pioneer work in building corn shellers and grain handling machinery.

Sidney Shellers are built for durability, reliability and service. All parts are chilled, heavy and well made, insuring durability. They are provided with an adjustment on cylinder shafts so that the shellers can be adjusted to different conditions of corn. Sidney Shellers are built in five styles as illustrated, with capacities of 125 to 1000 bushel per hour and no sheller is overrated. Every sheller is fully guaranteed to be first-class in every respect and to give entire satisfaction.

Start the new year right by investigating and equipping your plant with high-grade up-to-date dividend producing equipment, including the Sidney Line of Shellers and Cleaners which have received the unqualified endorsement of thousands of elevator operators throughout the country.

The story of Sidney Shellers and Cleaners and the great organization behind it is interestingly told in "The Sidney Book." Write for it today. It will prove a source of profit to you.

The Philip Smith Mfg. Co.
SIDNEY, OHIO

Western Warehouse: ENTERPRISE, KANS.

SCREENINGS WANTED

"WE ARE IN THE MARKET for screenings now, and for the coming season. Will either contract for your entire output or buy different lots by sample. It will be to your interest to confer with us before making any disposition of your screenings. We will be glad to hear from you."

Did you ever stop to think why such advertisements as the above appear so often in the various grain trade journals? Hasn't it occurred to you that screenings dealers like everyone else are in business to make money? Why should they be so anxious to buy your screenings? It stands to reason that they must see the way clear to big profits if they're willing to purchase stuff by the carload —by the shipload, in fact, in unlimited quantities and pay high prices for it.

Have you any idea what's done with your screenings after you've sold them? No! Well, let's tell you. In the first place, the screenings people provide themselves with specially designed machinery for cleaning, classifying and grading the stock, thereby converting a raw material costing from eight to ten dollars a ton into merchantable grades of corn, wheat, oats, flax, barley, buckwheat and mustard seed of the relative values of 57c, \$1.10, 45c, \$1.45, 50c, 75c, and \$1.50 per bushel. Isn't that going some? You must remember, too, that after all of the good grains have been separated, each kind by itself, there still remains a raft of stuff which can be ground up and sold as a high protein base for cattle feeds at \$15.00 a ton.

If we've told you enough to arouse your curiosity, let's talk the matter over. Our business is that of designing successful by-product disposal plants. Our advice may be worth a lot to you.

THE S. HOWES COMPANY SILVER CREEK, N.Y.

A Trade Mark,
"To Distinguish the
Best from the Rest"



F. E. Dorsey, 3850 Wabash Ave., Kansas City, Mo.
E. A. Pynch, 311 3d Ave. S., Minneapolis, Minn.

J. O. Smythe, 1034 W. 32nd St., Indianapolis, Ind.
W. M. Mentz, Sinks Grove, W. Va.

Wm. Watson, 703 West. Union Bldg., Chicago
Geo. S. Boss, Jefferson Hotel, Toledo, Ohio

A Trade Mark,
"To Distinguish the
Best from the Rest"



Don't Be "Next" on the Blow-Up — Burn-Up List



About every year we have proof positive that vegetable matter, when reduced to a powder, cannot be safely suspended in air and exposed to fire, spark or flame, without danger of a powerful explosion. Regardless of this fact many operators of grain elevators continue to take chances on their destruction by declining or neglecting to install proper dust collecting apparatus. This danger is so great that the mutual insurance companies, having become convinced of its perpetual presence, seem likely soon to establish a heavy penalty for plants not properly equipped with modern dust collecting devices. Elevator men, as a rule, have been disposed to ignore this hazard, but a change seems likely soon to be forced upon their conviction and their practice.—*Grain Dealers Journal, Oct. 10th, 1914, page 542.*

Insure with the

"Knickerbocker" Cyclone Dust Collector

Before it's too late — Write for Catalog

The Knickerbocker Company
Jackson, Michigan

MEDUSA PORTLAND CEMENT

WAS USED IN CONSTRUCTION OF NORRIS GRAIN COMPANY'S BIG NEW ELEVATOR AT SOUTH CHICAGO, ILL., BY BURRELL ENGINEERING & CONSTRUCTION CO., ILLUSTRATED AND DESCRIBED IN THIS ISSUE.

MEDUSA Gray Portland Cement is celebrated for its uniform color, fineness and strength, and is guaranteed to pass all requirements of the American Society for Testing Materials and the U. S. Government.

Medusa Cement has been on the market 22 years, and is an absolutely dependable material, with a national reputation. Concrete work of Medusa will stand as a monument for its excellency after generations have passed away.

Before placing your order for cement do not fail to get price on Medusa.

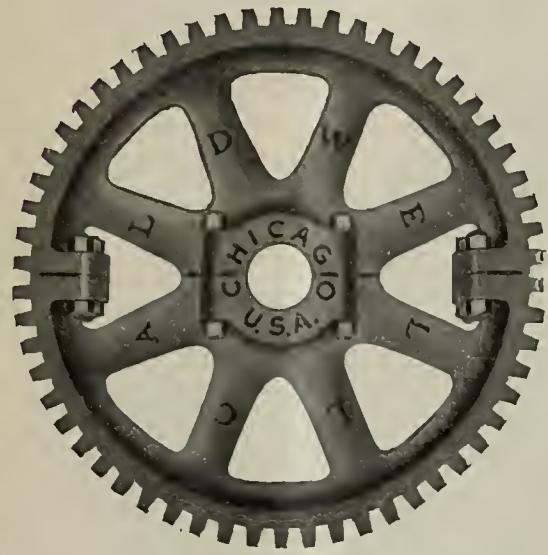
Write for free samples and illustrated booklets of

MEDUSA GRAY PORTLAND CEMENT
MEDUSA WHITE PORTLAND CEMENT
MEDUSA WATERPROOFING
MEDUSA WATERPROOFED CEMENT
(Gray or White Portland)

Sandusky Portland Cement Co.
SANDUSKY, OHIO



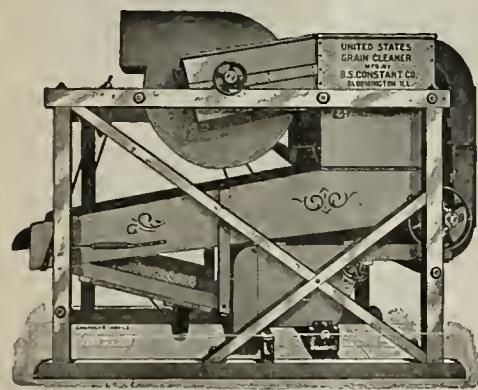
Machine-Molded Gears



We manufacture a very complete line of Gears 1-inch pitch and larger; they are noted for their strength, durability, true rims, accurate pitch and smooth running. Hence they are highly efficient and economical. If you use gears you should have our Catalog No. 38.

H. W. CALDWELL & SON CO., Western Avenue, 17th to 18th Sts., **Chicago**

NEW YORK, Fulton Bldg., Hudson Terminal, 50 Church Street.



THE U. S. Grain Cleaner

is the best in the Union and should be in the top of all elevators where Corn, Oats and Wheat are shipped.

Higher Grades—Higher Prices. Long life machine. Ring or Chain Oiling Bearings. Balanced Eccentric. Five Separations and All the Corn Saved.



The Constant Safety Ball Bearing Man-lift

the most satisfactory connecting link between Cleaner and Sheller.

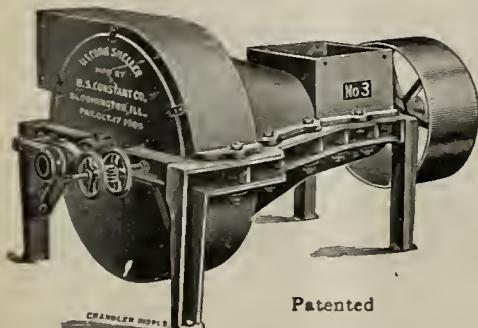
Best made. Easiest and safest. Adjustable Brakes which we guarantee. State distance between floors and get our Net Price

U. S. Corn Sheller

Fan Discharge, over or under, right or left hand.

Iron or Wood Frame. No Lower Hoppering. Cheapest Installed. Quickest and Cheapest Repaired of any Sheller on the market.

Send for a Catalog.



Patented

B. S. CONSTANT MFG. CO.

Bloomington Illinois

NOT A BILL OF EXPENSE BUT A SOURCE OF REVENUE

Enables
Shippers
to
Collect
Claims
—
Requires
No
Repairs
—
Occupies
Small
Space
—
Most
Economical
to
Install



No Bother
to
Operate

Never
Gets Out
of
Order

Will Not
Rust
or
Wear Out

60 Days'
Trial

PORTABLE BAGGER

Write for Catalog.

National Automatic Scale Co.

West Pullman, Chicago, Illinois

Mentzer-Nelson Co.

GENERAL CONTRACTORS

Elevator Work a Specialty

Cedar Rapids,

IOWA

If you are contemplating building an elevator we would like to furnish you plans and prices covering elevators complete, including all accessories and taking in your first 100 bushels of grain. We will call on you, give you such and all information as you require and guarantee satisfaction for your elevator complete.

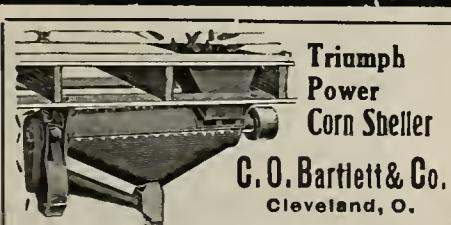
MILLERS' MUTUAL FIRE INSURANCE ASSOCIATION OF ILLINOIS

Established 1878. Alton, Illinois
Insurance on Flour Mills and Elevator Properties.

Grain Insurance for short terms a Specialty.

CASH ASSETS - \$473,253.91.
G. A. McKinney, Sec'y

Western Department: Rollie Watson, Mgr.
402 Sedgwick Bldg. Wichita, Kansas.



Triumph
Power
Corn Sheller
C. O. Bartlett & Co.
Cleveland, O.

A "WANT AD" in the "AMERICAN ELEVATOR AND GRAIN TRADE" will do the business.

**Transfer Elevators
Terminal Elevators
Country Elevators**



Concrete Fireproof Grain Elevator built for the Crabbs-Reynolds-Taylor Co. at Wingate, Ind. Capacity 60,000 Bushels.

Macdonald Engineering Co.
Monadnock Building, CHICAGO, ILL.

Elevator, Feed Mill and Warehouse recently completed for E.W. Conklin & Son, at Binghamton, N.Y.



Fireproof Construction Elevators, Mills and Warehouses. We prepare plans and make lump-sum price for the complete work.

MONARCH ENGINEERING CO.
Chamber of Commerce BUFFALO, N.Y.

When Better Elevators Are Built **BURRELL WILL BUILD THEM**

70 Contracts from January 1st, 1914, to January 1st, 1915.

(All Over the United States)

is a fair indication of maintaining our reputation.

OUR REPRESENTATIVES AT YOUR COMMANDS.

Wire or write us at

1102-1108 Webster Building, CHICAGO.
Hubbell Building, DES MOINES, IOWA.
111 West North Street, INDIANAPOLIS, IND.

CONCRETE or WOOD

BURRELL ENGINEERING & CONSTRUCTION CO.

Reliance Construction Company

**Furnish Plans, Estimates and Build
COUNTRY GRAIN ELEVATORS**

Our long experience as a builder of elevators insures you an up-to-date house. Write today.

625 Board of Trade Building, INDIANAPOLIS, IND.



Reinforced Concrete Elevator of the Northwestern Malt & Grain Co., Chicago
Capacity 650,000 Bushels

Decatur Construction Co.

Incorporated

Designers and Builders of **GRAIN ELEVATORS**
Coal Handling Plants, Warehouses, Etc.

Correspondence Solicited

510-512 Wait Bldg.,

Decatur, Ill.

The Stephens Engineering Company

Engineers and Contractors

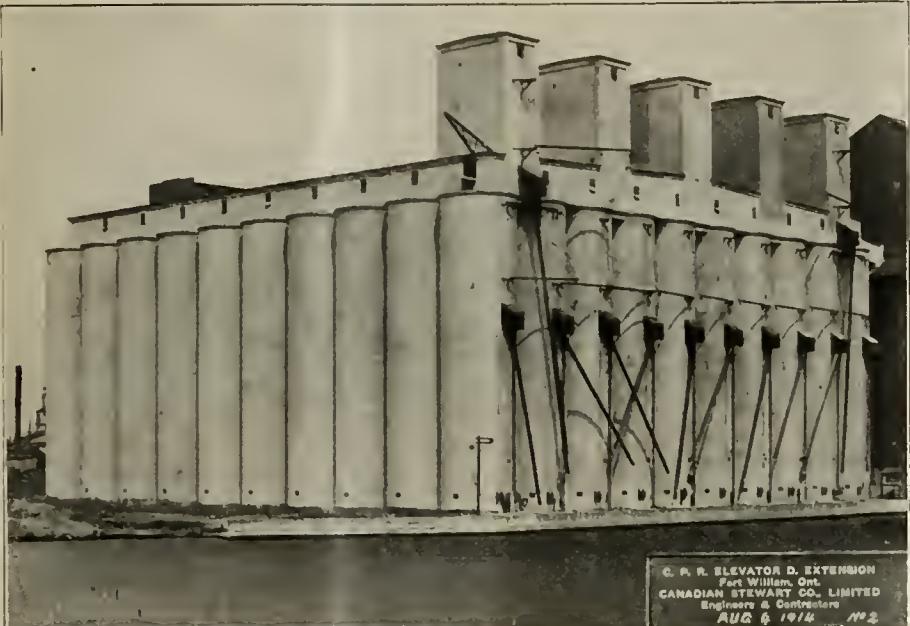
Monadnock Bldg.

CHICAGO, ILL.

Mobilization in Grain Elevator Construction

It requires method, order, preparedness to mobilize a force of workmen capable of constructing the 4,000,000 bushel elevator shown in our illustration.

We will start a campaign at any time on suspicion, or on receipt of your inquiry. Send us your ultimatum.



The 100 tank, 4,000,000 bushel capacity Canadian Pacific Railway Elevator D Extension at Fort William, Ontario, Canada

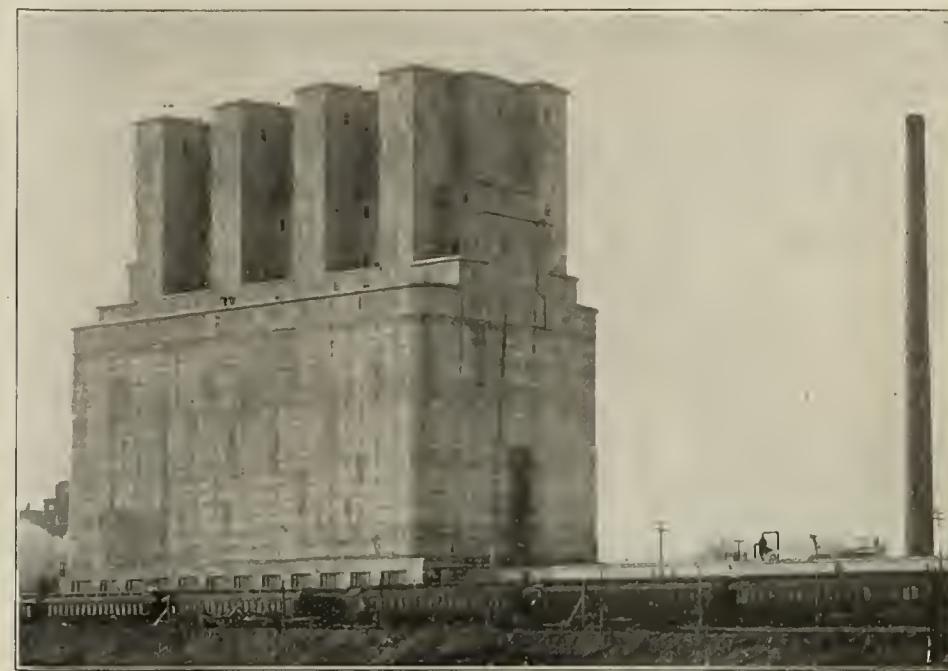
We Build Elevators, any type of construction in any part of the world.
W. R. SINKS, Manager.

R. H. FOLWEIL, Engineer.

JAMES STEWART & CO.
GRAIN ELEVATOR DEPARTMENT

Fifteenth Floor of Westminster Building

CHICAGO, ILL.



New 1,000,000-Bushel Terminal Grain Elevator, Built for the Canadian Pacific Railway, West St. John, N. B.

FOUNDATIONS—WHARVES—POWER PLANTS—RAILWAY BUILDINGS TERMINAL AND STORAGE GRAIN ELEVATORS

JOHN S. METCALF CO., Limited.

Engineers and Constructors

CHICAGO

MONTREAL

Contractor, Designer and Builder of
Grain Elevators
Mills and
Warehouses
Wood, Concrete or Steel
Write Me Your Wants.
J. A. HORN
624 Board of Trade Bldg.
INDIANAPOLIS

INDIANA

GRAIN ELEVATORS

built from our designs and by our force of workmen
are strong, substantial and economical in operation.

WOOD OR FIREPROOF

T. E. IBBERSON
ELEVATOR BUILDER
Corn Exchange Building

Minneapolis, Minn.

The paint that defies rust and decay.

Dixon's
SILICA
GRAPHITE
Paint

Specify it for economy's sake—and yours.

Made in JERSEY CITY, N. J., by the
JOSEPH DIXON CRUCIBLE COMPANY
ESTABLISHED 1827



The Barnett & Record Company
GENERAL CONTRACTORS

Designers and Builders of
Grain Elevators, Flour Mills and Heavy Structures

Reinforced Concrete and Steel Ore Dock under construction at Superior, Wisconsin, for the Allouez Bay Dock Company. Entirely Fireproof.

Write for designs and Estimates

OFFICES:

Minneapolis, Minn.

Duluth, Minn.

Fort William, Ontario

The
HESS DRIER
*Illustrated herewith represents
an investment of*
\$55,000.00



This is one of six big
HESS DRIERS

*Owned by the New York Central
Lines. The others are in:*

BOSTON
NEW YORK
BUFFALO
CINCINNATI
& INDIANA
HARBOR

*making a total investment in HESS
DRIER equipment of*

\$189,000.00

*The Drier repeatedly chosen by big
interests is the drier for*

YOU

**HESS WARMING &
VENTILATING CO.**

1210 Tacoma Bldg., Chicago

**The First National
Bank of Chicago**

Charter No. 8

Statement of Condition at Close of Business December 31, 1914

ASSETS

Loans and Discounts.....	\$ 94,231,465.57
United States Bonds (par value).....	3,849,000.00
Bonds to Secure U. S. Deposits Other Than U. S. Bonds	598,000.00
Other Bonds and Securities (market value).....	4,516,720.52
National Safe Deposit Co. Stock (Bank Building).....	1,250,000.00
Federal Reserve Bank Stock Subscription.....	200,000.00
Customers' Liability under Letters of Credit.....	4,005,697.25
Cash Resources—	
Due from United States Treasurer \$ 700,100.00	
Due from Federal Reserve Bank.... 7,282,346.95	
Cash and Due from Banks..... 40,164,630.39	48,147,077.34
	\$156,797,960.68

LIABILITIES.

Capital Stock paid in.....	\$ 10,000,000.00
Surplus Fund	10,000,000.00
Other Undivided Profits.....	2,313,343.64
Discount Collected but not Earned.....	776,882.35
Special Deposit of United States Bonds.....	3,190,000.00
Circulating Notes Received..... \$ 3,668,397.50	
Less Amount on Hand..... 0.00	3,668,397.50
Dividends Unpaid	421,627.75
Reserved for Taxes	320,160.73
Foreign Bills Rediscounted	4,856,299.63
Letters of Credit	4,155,384.08
Deposits	117,095,865.00
	\$156,797,960.68

JAMES B. FORGAN, President.

Vice Presidents

HOWARD H. HITCHCOCK
FRANK O. WETMORE
EMILE K. BOISOT

AUGUST BLUM
CHARLES N. GILLETT
CHARLES H. NEWHALL

M. D. WITKOWSKY
ARTHUR W. NEWTON
JOHN J. ARNOLD

HENRY A. HOWLAND, Cashier.

Assistant Cashiers

WILLIAM H. MONROE
EDWARD S. THOMAS
JOHN P. OLESON

H. H. HIEINS
A. C. C. TIMM
WILLIAM J. LAWLER

JOHN F. HAGEY
R. F. NEWHALL
GEORGE H. DUNSCOMB

Auditing Department

H. L. DROEGENUELLER..... Auditor

Clerical and Bookkeeping Departments

WILLIAM H. MONROE, Assistant Cashier

Credit and Statistical Department

J. W. LYNCH..... Manager

Discount and Collateral Department

CHARLES M. WALWORTH..... Manager

Foreign Exchange Department

JOHN J. ARNOLD, Vice Pres. and Manager

CHARLES P. CLIFFORD, Asst. Manager

Law Department

EDWARD E. BROWN..... Attorney

JOHN NASH OTT..... Asst. Attorney

First Trust and
Savings Bank

Statement of Condition at Close of Business December 31, 1914

ASSETS

Bonds	\$ 23,349,096.34
Time Loans on Collateral.....	16,746,025.16
Demand Loans on Collateral.....	\$14,214,485.53
Cash and Due from Banks.....	14,648,970.48
	28,863,456.01
	\$68,958,577.51

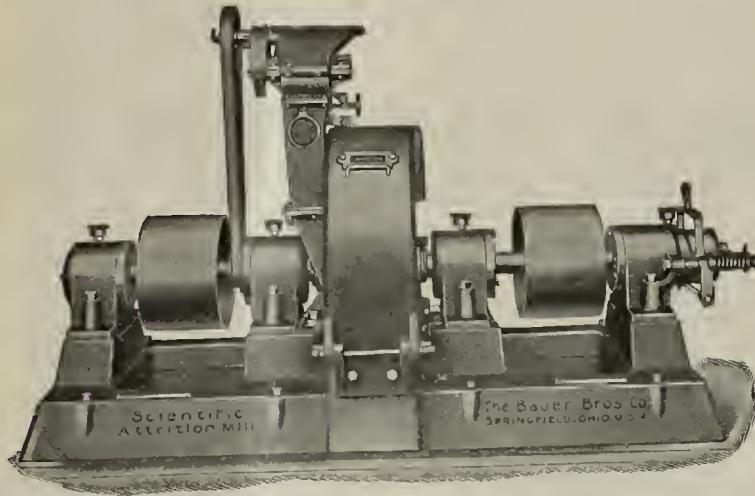
LIABILITIES.

Capital	\$ 5,000,000.00
Surplus and Undivided Profits.....	5,019,984.90
Reserve for Interest and Taxes.....	217,974.92
Time Deposits	\$47,054,844.23
Demand Deposits	11,665,773.46
	58,720,617.69
	\$68,958,577.51

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The Economy Cracked Corn Separator and Grader

Patented September 29, 1914

In selecting a separator for the purpose of grading cracked corn the greatest care should be exercised as success in marketing your product depends entirely upon the machine. The ECONOMY is the machine you can depend upon—simple—small—takes up little space—large capacity—price of machine small.

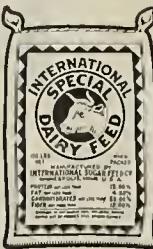
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(41)

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Will positively remove all iron from the grain.

Has retaining force of 500 pounds, making it impossible for any iron to pass it.

This machine does not deteriorate with age—on the contrary actually becomes more efficient with use.

We are prepared to furnish a small inexpensive dynamo for it where current is not available.

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**ENDLESS THRESHER BELTS, POWER
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Are Your Freight Rates Satisfactory?

Did it ever occur to you that your competitors in many instances have rates that are predicated upon a more reasonable basis due entirely to the aggressiveness of expert traffic men?

We have in our employ men who thoroughly understand these vexatious traffic problems and are prepared to assist you in every possible manner.

Results Produced or No Charge

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They All Point to the Bowsher

A mill that will crush or grind ear corn (with or without shucks), Kaffir in the head and all kinds of small grain.

A mill that has conical shaped grinders—which do the work close to the center of the shaft, thus effecting a great saving of power.

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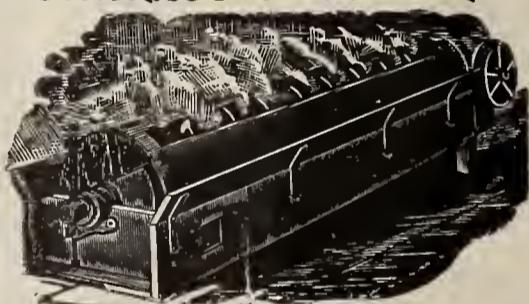
These are a few of the many reasons why the Bowsher is the mill for you.

Sold with or without elevator. 10 sizes, 2 to 25 H. P.

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SEE THAT YOUR
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THE
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SOLD BY ALL MILL FURNISHERS

Not an Experiment. In successful use 30 years drying
CORN MEAL, HOMINY,
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Contains full directions for
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313 Pages
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The "CLIPPER" Double Suction Grain Cleaner

With "Lightning - Change" Screens

The No. 149-D Cleaner will prove highly satisfactory and economical in your business. It has double suction, combined with the Vertical Blast, and makes exceedingly fine air separations. Nothing of any value is blown out with the dust. All light grain is collected and discharged with the screenings.

It has a positive self-feed with agitator in the hopper. The feed is always uniform on any kind of grain.

NO CHANGING OF SCREENS. The screens for wheat and oats are always left in place in the shoe. To change from one grain to the other, it is only necessary to shift a gate to carry the grain to the wheat screen, or to the oats screen.

It is very economical, requires a small amount of power and has large capacity. It is equipped with our Roller Bearing Traveling Brushes and up to date in every particular. Is built in two sections so as to easily be taken through doorways.

Write for our catalog and price list.

A. T. FERRELL & CO.

SAGINAW, W. S. MICH.

THE ELLIS DRIER COMPANY CHICAGO ILLINOIS U. S. A.



The lower section of a drier installed for W. P. Squibb & Co., Lawrenceburg, Ind.
Note the small amount of floor space utilized.

"Kiln Dried--Not--Kill Dried"

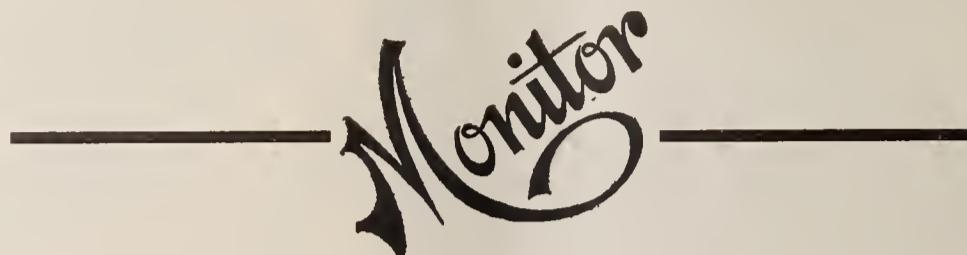
This is a phrase used years ago in describing the quality of work turned by an ELLIS DRIER. The Ellis Method of drying does not "kill" the corn by cracking, blistering and discolored effects, but rather the original lustre of the corn is retained in all its naturalness. YOUR CORN WILL DEMAND A PREMIUM IF HANDLED THROUGH AN ELLIS DRIER.

If you are looking for *something better* in the matter of grain driers, then SPECIFY THE ELLIS. You will not be disappointed and the more you investigate the better you will like it.

The Ellis Drier Co.
Postal Telegraph Building
CHICAGO

Grain
Driers

Oat
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America's Finest Cleaners

Pull the lever and you change cleaning without changing screens

Without a stop to change screens you can change cleaning—simply pull the lever over and divert the feed from one set of screens to another—some stunt where time is a factor. You see this machine has two Counterbalanced Shaking Shoes—each carrying an independent set of screens—one set, say, for Corn, the other for Oats, or a set in one Shoe for Wheat, the other for either Corn or Oats. You virtually have two Cleaners—you are always in shape to handle two different kinds of cleaning without shutting down to change Screens. If you handle both Corn and small Grains this "Monitor" "Combined" will greatly simplify your cleaning work—instead of a few minutes to "set over" your Cleaner, you take only a few seconds. Get a list of users—the names of prominent Grain Dealers who use this machine.

Aside from the time-saved-changing-screens features there are other benefits to the user. Power is light, considering the character of cleaning performed. Operator's services are little needed—the "Monitor" keeps going without the "watchful waiting" to fix things, which "kills" so much time of helpers in the Elevator. The air separations are perfect; the same incomparable work that distinguishes the air-cleaning work of twenty-five thousand Two-Fan "Monitors" from all other Grain Cleaners. Screen separations are close gauged and uniformly right—there is a rare evenness to "Monitor" screen separations, which every Grain Dealer will profit by. Upkeep expense is practically nothing—built heavy, with exceeding care in workmanship and fit, a "Monitor" is certain to give many years of perfect service—"Monitor" durability has no equal in Grain Cleaners. Study our literature and see why we can safely guarantee better cleaning at less cost.



**This is the original,
the first**

"COMBINED"
Corn and Grain Cleaner

A successful machine—hundreds in use. In our 134 styles of "Monitors" are *most* of the *newest* and *most important* Grain Cleaning Machinery improvements—our catalog explains. *Know* a good Cleaner whether you use one or not.

HUNTLERY MFG. COMPANY
Silver Creek, N. Y.

A monthly journal
devoted to the elevator
and grain interests.

Official paper of the
Grain Dealers' National
Association and of the
Illinois Grain Dealers'
Association.

Established in 1882.



Published on the fifteenth
of each month by Mitchell
Bros. Publishing Co., 431 So.
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per year.
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scriptions, \$1.75 per year.

Established in 1882.

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CHICAGO, ILLINOIS, JANUARY 15, 1915.

No. 7.

New Annex for Chicago Elevator

Twenty Concrete Grain Storage Tanks Recently Completed for Norris Grain Company—All Work Finished and
Machinery Installed in Sixty Days—New Storage and Handling Equipment Places the Plant
in the Front Rank of Chicago Elevators

SINCE the Norris Grain Company of Chicago purchased the old Merritt Elevator at South Chicago, Ill., a few years ago, grain handling operations at its plant have shown unusual activity. So greatly did demands on the elevator increase under its new management that additional storage became necessary and on April 1 of the past year the Norris Company placed its contract with the Burrell Engineering & Construction Company of Chicago for the new tanks shown in our illustration.

These tanks are 20 in number, 18 of which are 22 feet in diameter, the two end tanks being 24 feet in diameter. The capacity of each bin is about 35,000 bushels which with 8 interspace bins with a capacity of 8,000 bushels each, give an approximate total capacity of 750,000 bushels. In the building of the tanks only 120 days were consumed. Com-

mencing work April 1, it required 30 days to do the excavating, 30 days were allowed for the piling, and the tanks were finished and the machinery installed in 60 days, as the elevator was completed on August 1.

Grain is brought from the old elevator by a 50-foot gallery. This gallery, through which a 36-inch belt conveyor runs capable of carrying 10,000 bushels of grain per hour, extends over the tanks a distance of 240 feet. There are two belt conveyors of same capacity running in two tunnels beneath the elevator which carry the grain back to the old house. The elevating-conveying machinery equipment was supplied by the Weller Manufacturing Company of Chicago.

The plant also includes a No. 6 Hess Drier and Cooler with capacity for drying 15,000 bushels of

damp grain daily. It is operated by an independent engine placed beneath the drier. This engine not only runs drier but two elevator legs which are located between the drier building and the elevator.

The entire equipment is so placed that it may be run independently of the elevator and can be operated nights without using power from the old house. The drying plant and drier building with machinery was installed by the Hess Warming & Ventilating Company of Chicago and was turned over to the Norris Company ready for use.

Medusa Gray Portland Cement was used exclusively in the building of the tanks. This cement was furnished by the Sandusky Portland Cement Company, of Sandusky, Ohio.

Although built in 1899, the old elevator is a modernly constructed, economically working house. It



THE NEW TANKS OF THE NORRIS GRAIN COMPANY PLANT AT CHICAGO
Designed and Constructed by the Burrell Engineering & Construction Company, Chicago.

has some 60 bins with a total capacity of 500,000 bushels and receives from cars and by boat.

It has an excellent location at 98th Street and the Calumet River, and the Pennsylvania Railway and Indiana Harbor Belt Line. Its system of grain-cleaning machinery is very complete, consisting of four No. 9 Monitor Oat Clippers and two No. 9 Monitor Separators with full equipment of

scales, elevators, conveying machinery, etc. The size of the elevator is 140x85 feet, 168 feet high, with a double-track loading car shed 30x140 feet. The power house, 71x42 feet in size, is detached and stands about 10 feet from the elevator. The entire plant makes a very fine appearance, and with the new tanks is one of the best receiving, storing and shipping elevators in the Calumet district.

handlers of grain. But for all that the official promoters of the scheme concede that, under their claims, this is pre-eminently a system for an emergency such as that induced by the European war; they express every confidence that licensed warehouses, once a reality, would offer so many advantages that they would commend themselves to the grain trading public as a permanent feature of our machinery of marketing.

The argument of the sponsors of the Federal license warehouse system is to the effect that a warehouse receipt, in order to have the fullest strength possible and be as readily negotiable as possible in the financial markets of the country must be a receipt of undoubted integrity. It is urged that no security of this class could so command the confidence of the commercial and investment banking world as uniform warehouse receipts issued on staple and non-perishable agricultural products stored in governmentally licensed warehouses, protected by ample bond, graded, weighed and certificated by governmentally licensed inspectors.

Elevator men are not expected to make much objection to the system on the score of expense, inasmuch as the annual license fee is to be fixed at a figure not exceeding \$2 per year. In addition, a fee, to be fixed by the Secretary of Agriculture must be paid for the examination or inspection of a warehouse when such inspection is made at the request of the owner or operator. But whereas such items of expense would have no terrors for elevator men, some of the interests now in the business may look askance at the provisions of the pending bill designed to enable any person owning grain stored in bonded warehouses to take action in court to recover losses occasioned by the alleged negligence of the elevator operator. Another new responsibility confronting the elevator man who takes out Federal license would be that of keeping complete records of all grain or other agricultural products in storage and conveying the information to the Secretary of Agriculture at stated intervals. Finally, it must be admitted that from the standpoint of elevator interests the law would confer very sweeping powers on the Secretary of Agriculture inasmuch as it would allow him to publish his "findings" against any elevator proprietor or manager who was deemed, upon investigation, to be negligent in his duties. This, in addition to the right which is given to him to classify warehouses in accordance with their location, surroundings, capacity, condition and other qualities.

In the hope of forestalling the confusion that might otherwise result, the framers of the new national law, relative to licensed or bonded warehouses have provided that in the grading and inspection of grain no person licensed as an inspector by the Secretary of Agriculture shall actually proceed to inspect or grade grain or give certificates for graded grain unless and until he has been duly authorized or employed by some state, county, city, town, board of trade, chamber of commerce, corporation, society or association as an inspector and grader of grain. To further simplify matters it is so arranged that in states where a state system of grain inspection is already in operation the Secretary of Agriculture may issue Federal licenses to the grain inspectors already accredited by the state authorities. Thus elevator men and other interested persons would be spared the bother of visits from different inspectors.

Congressman Lever, whose name the bill bears, has been, of course, the leading sponsor in the House of Representatives for the grain warehouse license bill, but he has had active support from other influential members, among others Mr. Underwood, the Democratic leader in the House, and Congressman Moss of Indiana. The interest of the latter in this subject is explained by the fact that the bill which finally passed the House is a combination of the Smith-Lever Bill for warehousing cotton (which passed the Senate by a practically unanimous vote) and the Moss Bill for warehousing grain. Mr. Moss declares that this scheme for warehousing grain is worthy to rank with the two other great projects that mean so much to the grain

The Grain Warehouse License Measure in Congress

Grain Warehouse Bill Near to Becoming a Law—House and Senate Both Approve the Principle Involved—Discussion of the Measure Shows Advantages and Objections

By WALDON FAWCETT

Washington Correspondent for the "American Grain Trade"

REPRESENTATIVES of the elevator interests and other men connected with the grain trade who have been in Washington watching the progress of legislation at the present session of Congress are pretty generally convinced that it is only a question of time—and perhaps a comparatively short time—ere the national legislature will pass a measure providing for the Federal licensing of grain warehouses. At this writing the House of Representatives has passed, by a large majority, a measure known as the Lever Bill which sanctions such a system, and the expectation is that the Senate will concur, the upper house of Congress having previously enacted a similar measure, and scope of which was restricted to cotton warehousing. Indeed, the Lever Bill as reported to the House from the Committee on Agriculture and duly passed, is simply a substitute for the Senate bill with an extension of scope to take in grain as well as cotton.

The bill passed by the House will, if duly enacted into law, be known by the short title of "United States Warehouse Act" and the term "warehouse" will be taken to mean every building, structure or other protected enclosure in which any non-perishable agricultural products such as grain is stored or held. The Secretary of Agriculture is empowered to license all such warehouses, is given permission to inspect these warehouses at any time in order to ascertain whether or not they are suitable for the proper storage of grain; and is granted authority to investigate the storage, warehousing, classifying, grading, weighing and certification of the grain and other agricultural products in storage. Under this plan, all licensed warehouses would be bonded, the owner or proprietor of each warehouse being expected to execute and file with the Secretary of Agriculture a bond in such form and amount as may be required by that official.

The owner or operator of every licensed warehouse would be required under this act to receive grain, etc., for storage without any discrimination between persons; all grain or flaxseed so received must be graded and inspected by a licensed inspector; and there is strict prohibition against the mixing of grain of different grades. Likewise is it emphasized that no warehouse operator or owner may deliver grain out of storage without the express authority of its owner and the return of the storage receipt.

Specifications in considerable detail are given covering the warehouse receipts to be used. Receipts are to be given only for grain actually stored and no duplicate of an original receipt can be issued except such duplicate be plainly and conspicuously marked "duplicate" across the face. The Secretary of Agriculture is authorized to prescribe the terms and conditions to be contained in the form of receipt to be adopted but these must not be inconsistent with the laws of the respective states in which the receipts are issued. It is obligatory that each warehouse receipt or certificate shall specify the class or grade of grain stored in accordance with the official standard of the United States, or if an official standard has not been promulgated, in accordance with any recognized standard. The Secretary of Agriculture is authorized to employ experts, not



REPRESENTATIVE A. F. LEVER
Who Introduced the Warehouse Bill.

this project are laying emphasis on the fact that the provisions of the bill, as passed by the House of Representatives, are permissive only and in no sense compulsory. It is insisted that nothing will be done to force the taking out of Federal licenses by elevator operators who prefer doing business in the old way at the old stand, and it is also urged that the Federal system can not interfere with any elevator or warehouse system organized or to be organized under state or local authority. But whereas it is strictly up to the men now operating elevators and warehouses to decide whether or not they care to bring their establishments under Federal supervision the congressmen and others who advocate the new order of things make no secret of the fact that they believe that the new system will possess such marked and manifest advantages that practically all the managers of elevators and warehouses now in existence will be glad to come in.

Two factors that have recently appeared in the grain trade have unquestionably tended to induce a certain amount of sentiment in favor of a warehouse system under Federal license. One of these influences is, of course, the European war which has upset market conditions to a greater or less extent. The other new angle in the situation results from the inauguration of our new national banking system, the credit facilities of which, it is contended, should be taken advantage of by growers and

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trade—namely, rural credits and grain standardization. Mr. Moss has taken occasion to emphasize for the benefit of some skeptics that this new plan does not commit the government to the ownership or operation of elevators or warehouses in any degree.

Discussing recently the storage of grain in licensed warehouses, Mr. Moss said: "In every operation from the storing of the product to its final sale and delivery to the consumer, this new system places the farmer on a plane of absolute equality with the merchant or broker. Every owner of agricultural products who does not desire to



AS THEY WILL WAIT FOR WAREHOUSE RECEIPTS IN MISSOURI

negotiate an immediate sale of such products can store them under ideal conditions of safety. His receipt declares their actual grade. The Department of Agriculture has been working on the question of standardizing farm products for more than five years, and Congress has appropriated more than \$500,000 which has been expended for this purpose. But all this effort is in vain and this vast sum of money in practical effect will have been squandered if we refuse to provide a system of licensed warehouses such as is now proposed. For what other purpose than to aid in establishing better market methods was the work of standardization undertaken? The warehouse system will stabilize average prices, increasing them to the producer without advancing them to the consumer."

Opponents of the license measure declare that it is unconstitutional and will be so declared if the issue is presented to the United States Supreme Court. Criticizing the scheme, Congressman Lenroot recently said: "This plan is optional so far as the owners and operators of the warehouses are concerned, but that is all. Has the farmer who raises the grain or the man who buys it for consumption or for milling no rights? Can his rights be taken away from him by the owner or operator of a warehouse? For instance, a farmer grows grain and sends it to a warehouse in that state to be milled in that state, to be used in that state. Under this plan, if the owner of the warehouse chooses to take out a Federal license, he must come under the Federal law with relation to all grain going through that warehouse, although it is raised, milled and consumed in one state. On its face, this act absolutely does away with the state law in every case where the owner or operator of the elevator exercises the option under the bill of taking out a Federal license."

It is estimated that the area of fall wheat sown for 1915, in the five fall wheat provinces of Canada, amounts to 1,294,000 acres, compared with the area harvested this year of 973,300 acres.

The Gulf, Colorado & Santa Fe Railroad Company recently gave instructions to its local shops to make 200,000 grain doors. The work will be started immediately and rushed to completion.

Cutting Out Avoidable Leaks—Getting Rid of the Deadbeat—Co-operative Credit Information an Easy and Valuable Method

By KENNETH C. CARDWELL

BUSINESS men, as a class, are getting pretty well informed on the ins and outs of things, and know, nowadays, that there are frequently leaks even in the best-managed concerns which

attitude, felt rather than expressed in many cases, it is hard to understand how any business man would move about his affairs, suffering losses regularly in accounts due for perfectly good merchandise, which should be paid for in order to make the business profitable, if by taking a little trouble he could avoid them. And yet, in view of the experience of a large number of different lines, it is pretty safe to say that most credit losses are nowadays unnecessary.

To make the point stand out clearly, it may be said that credit losses may be easily classified into two general sorts. One kind is avoidable and the other is unavoidable. This is a good deal more accurate than to lump them all as unavoidable, as the stand-patter of business is inclined to do, largely to excuse his own inaction. To make another classification, the unavoidable losses might be explained as those which occur where honest debtors, for some reason, become unable to pay what they owe; and the avoidable ones as those caused by chronic deadbeats—the kind of customers who don't pay because they would rather not.

And this latter kind, in the average case, are safe in relying not only upon the grain man's carelessness, but upon his ignorance as well. "Ignorance" is a hard sort of term, it is true; but it means nothing but a lack of knowledge, and in this plain, every-day sense is perfectly correct as applied to the grain man who doesn't know who is who when it comes to credit ratings. The means of correcting this ignorance are at his hand; and if he fails to take advantage of them, thus protecting himself and enabling his fellows in the trade to do likewise, he certainly deserves harder adjectives than "ignorant."

Take, for instance, the average grain, hay and feed dealer, in any good-sized city. Naturally, in such a city there is pretty keen competition for the business that is available. There may be anywhere from twenty to fifty or more dealers in the trade, all going after the business, and all more or less good-naturedly fighting the other fellow in the process. They get together now and then for a good time, just to show that there is no hard feeling; and then they proceed, as they should, to go



REMOVING GRAIN FROM WAREHOUSE FOR FOREIGN CONSUMPTION

THE AMERICAN ELEVATOR AND GRAIN TRADE

January 15, 1915.

after the other man's business, and any other business in sight, harder than ever. This is all as it should be.

But what happens in the process? Here is Jim Johnson, the aforesaid average dealer, in his little office built off the corner of his big warehouse; and along comes a telephone call. Jim himself, doing the seventeen odd jobs which come up right along, like a good fellow, answers the telephone.

"Johnson Grain & Hay Company," he says, having learned the scientific, effective way of answering the instrument.

"This is the Sniggins Teaming Company," the voice at the other end of the line assures him. "What kind of terms could you make us on stuff for ten mules a day, right along?"

Aha! Ten mules a day! This isn't big business, but it helps some, and Jim wants it, of course, so he promptly assures the Sniggins Teaming Company, which sounds important, even if unknown, that there won't be any trouble about terms, and shall he send something out right away? The voice thereupon, nonchalantly, which is to say indifferently, orders a couple of tons of No. 1 alfalfa hay, twenty-five bushels of corn and about the same amount of oats, to come out right away; and Jim passes on a note of the order to the boys in the warehouse, with the pleasing feeling of having snagged a good customer.

As a matter of fact, however, the snagging is the other way around, precisely. In other words, the customer has snagged him, although he doesn't know it for a time. He begins to accumulate a shrewd suspicion when his bill, sent at the end of the month, trustfully receives no attention in the shape of a check. He is conscious of an unpleasant doubt later still, when a telephone reminder of that same bill receives nothing but vague and indefinite promises from the Sniggins Teaming Company; and it is all but confirmed when a personal visit to the premises occupied by that concern brings no satisfaction but the news that Mr. Sniggins is out and won't be in for some time, and an impression of don't-give-a-darn slackness, such as not infrequently hangs about certain kinds of establishments. But note the way in which this suspicion that all is not well becomes a certainty.

Jim, going out to lunch some day, in order to forget business worries in the pleasant atmosphere of a small but satisfying meal at his favorite serve-yourself restaurant, runs into his friend and ardent competitor, Bill Smithers, from the other side of town.

Falling upon each other with jocose vilification, as is the custom, they invite each other to lunch, and end by the usual "Dutch treat" in the restaurant; and when each is seated, with his coffee, egg-sandwich, chocolate cake and so forth carefully balanced before him, the talk naturally turns on business. And it is in the end that Jim confides to Bill his suspicion that all is not right with the Sniggins Teaming Company. Here Bill explodes a mouthful of sandwich into the surrounding atmosphere, in a delighted yelp.

"Say, you old fish, you don't mean to say that crooked outfit stung you, too, do you?" he chortles. "Oh, gee, that's too good! Why, you poor old mark, I could have told you six months ago that they're plumb rotten—never paid a dollar that they didn't have to; and they don't have to now, because everything like Sniggins has over there is mortgaged to his mother-in-law—for loans, of course. You can sue him 'til Hades freezes over and you won't get a cent. How much did he get into you for?"

"None of your dad-blasted business!" growls Jim. "It may be a joke to lose a couple of hundred dollars, but you'll excuse me if I can't see it. Why didn't you tell me before I was stung?"

"Why, how'd I know he was going to get you?" comes back Bill, in an injured tone. "If you'd asked me, of course I'd have told you I turned him down a long time ago; and I suppose there are a dozen others who have refused to let him have anything more. I'm really mighty sorry about it, old man, but I don't see how I could have helped it."

And, of course, Jim has to admit that Bill couldn't very well have helped it, in the absence of a specific

call for information which call was not made, moreover, because Jim had a shrewd suspicion that it wouldn't do to risk Bill's getting in touch with a valuable customer! It almost made him grin to think what a valuable customer it was. The only thing left to do in such a case Jim of course does. He gets what satisfaction he can out of "bawling out" the unmoved Sniggins, and lets it go at that. He charges the Sniggins account off his books, just that much the loser, and the gainer only by the experience; which, note, is valuable only as to that one dead-beat concern, unless this average dealer does what one such dealer did in a certain city.

It occurred to him, after he had been informed, just a month or so too late, that he had been dealing with a customer who delighted in nothing more than in beating grain men, that it wouldn't be a bad idea to get the benefit of this experience in advance; and discovering, upon investigation, that this was not an entirely revolutionary idea in the business world, he promptly gathered together his colleagues in the trade, and after explaining his plan to them, found them wonderfully in accord on the subject. This may be explained by the not very astonishing fact that few men like to lose money by the bad-credit route.

And the idea in question is nothing more nor less than an arrangement by which the credit experience of every dealer, with reference to customers with whom he has dealt, is at the disposal of every other

or any other group of business men, to extend credits on their individual experience, rather than avail themselves of the accumulated experience of the whole body. This is the ounce of prevention and the stitch in time, and everything else which means saving rather than waste; and certain it is that it cuts credit losses to the irreducible minimum, simply by eliminating the avoidable kind.

A HOOSIER PLANT

Decatur, Ind., missed being in the Buckeye State by about six miles, but in spite of its proximity to Ohio, it is a loyal Hoosier town and one of the most lively railroad centers in the eastern part of the state. These railroads are a great asset to the Bowers-Niblick Grain Company, whose plant is beside the tracks, and is also conveniently located for the wagon trade from the farmers of the splendid grain country surrounding the town.

The elevator was built about four years ago by the Burrell Engineering & Construction Company of Chicago. It has a capacity of 20,000 bushels of grain and generous storage facilities for hay, straw and coal. The building is of siding, covered with galvanized iron, and in its equipment is complete and modern in every respect.

There is a basement under the entire house, and a wagon-way passes through the building. The equipment consists in part of an overhead and an



THE BOWERS-NIBLICK ELEVATOR, DECATUR, IND.

dealer in the same town. This is surprisingly simple, in theory and in operation as well, and is also surprisingly effective when it comes to restricting sharply the operations of the dead-beats. It is simple because there is nothing much to it but the elementary idea of men in the same trade telling each other who is good and who is bad credit among customers in that trade; and it is effective because there are few men in any business who will do business deliberately with a dead-beat. That is all there is to it.

There are few cities which have not, in some form or other, a more or less complete and accurate list of customers of the ordinary retail merchants in the city, rated according to the experience of such merchants as have dealt with them. This is a familiar exemplification of the idea; and the exchange of credit information by organizations in various lines of business, based upon actual experience, is becoming rather familiar. There is no limit to its usefulness, as to any line of business. All that is needed is what is technically known as the "git-up-and-git" to apply it.

A classic American orator perpetrated an immortal epigram when he remarked, in the course of an impassioned address, that "I have but one lamp by which my feet are guided, and that is the lamp of experience." Neither has the wise credit man; and, in fact, he needs no other, for experience is indubitably the best of all guides as to the safety or danger of extending credit to a specific customer. Surely, then, it is only the part of elementary prudence, on the part of any group of grain men,

automatic dump, an Avery Computing Scale, a Sidney Corn Sheller and a Monitor Cleaner. A large corn bin is directly over the drive way, and a manlift gives easy access to all the floors of the building and cupola. All the machinery of the plant is driven by electricity, individual motors controlling each separate unit.

Between the elevator and the office building is the wagon scale. The office is of good size and well lighted, and the business transacted there each year runs into figures of impressive size considering the capacity of the house.

DISCUSS GRAIN TAX WITH REVENUE OFFICIALS

A conference was held in Washington on December 29 with Commissioner Osborn of the United States Internal Revenue Bureau, which was participated in by members of the Minneapolis Chamber of Commerce, the Duluth Board of Trade and Representative Miller of Duluth, regarding the question of the tax on future delivery of grain.

The commissioner declared that the rules of grain exchanges fixed definitely what is recognized as a future sale of grain that would be subject to tax under Schedule A of the emergency revenue law. This is practically the only decision the body from the two cities could obtain.

The commissioner declined to give a definition which would cover all practices as to future sales and delivery in the different exchanges of the Northwest, but rested his declaration upon the

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assumption that the grain men themselves know precisely what constitutes a present sale or future delivery or a future sale to be delivered at a later time. The law specifically mentions the fact that: "No evidence of a sale or agreement of sale of products actually delivered at the time of sale, or while in vessel, boat or car, and actually in course of transportation shall be subject to the tax." The commissioner holds that the regulations already promulgated by the bureau interpreting the law makes it clear that a present sale even for future delivery, if it is a consummated sale, is not subject to the tax. He holds that an agreement for a future sale is subject to the tax.

It is possible at a later day the commissioner may

South American Grain Development

A Few Unusual Features Connected with the Grain Trade of South America, Shown in Exclusive Photographs for the "American Grain Trade"

By J. M. CUMMINGS

THE May prices on grain are so largely dependent on the exportable surplus that South America will have that we naturally turn to our Southern neighbors at this time to inquire how the harvests fare. The situation is quite different than it was a dozen years ago. Then South America,

have been less exploited that the broad and fertile acres of southern Brazil are not even more noted. Uruguay and Paraguay, both in the Plate River district, are great grain and cattle countries, and even Chile and Peru, although for the most part mountainous, have many fertile valleys and lowlands which produce much grain and hay. Wheat, barley, oats, alfalfa and corn are regular crops in Peruvian lowlands, wheat being widely grown, although the total yield is not large. One of the illustrations shows a wheat field in the Huancayo Valley, the upper part of which in Central Peru is famous for its mines. This field is in the lower reaches of the valley among the foothills of the Andes.

Another of the pictures is of particular interest, for besides the crowd of emigrants on the wharf, ready to embark for the United States, the picture shows clearly the manner in which grain is handled from the cars to the vessels. After several years of investigation it has been decided by the Argentine Department of Agriculture that the bulk handling of grain is the quickest and most economical. As a result the elevator system at shipping and receiving points is gradually coming into use, although the bulk of the grain is still handled in sacks. The railroads are required to provide storage facilities and have generally done so, but in many districts the farmers, for the most part Italians working the land on shares, refuse to pay the handling charges and stack the grain outside the railroad sheds, where it is left exposed to weather and weevils. Sometimes buyers will cover a pile of sacked grain with canvas, but usually it is left entirely unprotected.

The grain comes to the stations from the farms in huge wagons, sometimes with two wheels and again with four, drawn by from two to a score of horses or oxen, hitched in any manner that native ingenuity can devise. It is all handled by hand, the high wagons being loaded from ladders.

On the farms the wheat is stacked as cut, a large part of it being headed. As this work is usually done without sufficient help and in many cases without adequate knowledge there is a great waste from



A TYPICAL ARGENTINE CORN CRIB

attempt to clarify the matter with a decision emphasizing the features of the regulations about which there appears to be difference of opinion among the dealers in grain on the different exchanges. His attitude at present, however, in his general statement on the subject, is that the grain men know the difference between a "spot" transaction and dealings in "futures."

Messrs. C. A. Magnuson and J. H. McMillen of Minneapolis, and C. F. McDonald of Duluth, the visiting grain men, expressed satisfaction with the comments made by the commissioner at the hearing, and they believe that the question will work out satisfactorily to the grain dealers of the Northwest.

REDUCTION IN RATES TO CANADA

In the Western provinces of Canada the 1914 crop was so near a complete failure that the farmers have found it necessary to keep the small production or the larger part of it for seeding purposes. Practically all the grain to be used there will be United States grown. Realizing the plight of the Canadian farmer, the railroads running across the border line have put in force emergency freight rates that are about 50 per cent lower than the freight rates in force before January 15. The Minneapolis corn receipts have been larger the past year than ever before. Excellent condition of the new crop which can be handled without fear of damage is assigned as the cause.

The rates on 100 pounds of corn from Minneapolis to Calgary will be reduced from 53 to 29 cents. The rate on corn to Medicine Hat was 50 cents per hundred pounds. Since January 15 it has been 27 cents. The rate to Regina is reduced from 33½ to 23 cents. The rate from Minneapolis to Edmonton is cut from 54 cents to 30 cents. The rate on corn to Saskatoon will be reduced from 36 cents to 27 cents.

These rates will be in effect only until such time as the farmers of Canada have been supplied with the necessary coarse grains for their own use.



THROUGH THE FERTILE VALLEYS OF THE ANDES

spoilage and deterioration. The corn is cribbed in large receptacles as shown in the first of the accompanying illustrations. These huge cribs are made of upright poles wired together and lined with cornstalks. The cribs are built up as they are filled, the corn keeping the side walls in place. Over the top is a thatch of corn stalks or a canvas on the more thrifty farms, but sometimes it is left without protection.

Under such conditions it is but little wonder that both wheat and corn from Argentina are often subjected to complaint on account of condition. Both grains are naturally of good quality and if handled under favorable conditions would receive higher premiums than they do. The corn is dry and hard, and much of the wheat is only slightly less valuable than our Turkey red.

The position which we held for so many years as the principal wheat and corn exporting country is liable to be permanently taken by Argentina. Our population is catching up with our agricultural output so that our surplus in corn has dropped below that of Argentina, and our normal wheat production is not greatly above our needs. Of course



IMMIGRANTS DISEMBARKING AT BUENOS AIRES

this year's crop is abnormal. It is to be expected, therefore, that for the next decade South America's output of grain will increase as more and more ground is broken. At the end of that time the increase in population will begin to catch up with the crops and thereafter the grain surplus will decrease as it has in this country and we will be on more nearly equal terms. In the meantime we are keeping close watch of the coming crop which will be ready soon after the new year begins.

The fifth Canadian exhibition of seed grain will be held at Quebec on the 27th and 28th of January, at the Parliament Buildings, under the auspices of the Department of Agriculture of Quebec with the co-operation of the Federal Department of Agriculture of Ottawa.

Forty-nine steamers carried grain from Baltimore during the month of November, 38 of these being full cargoes. The total exports were 8,660,974 bushels, representing 4,714,551 bushels of oats, 1,819,173 of wheat, 1,326,064 of rye, 221,959 of barley and 579,216 of corn. Holland took 551,489 bushels of the corn exported and England 1,150,319 bushels of the wheat.

Very little grain is now being imported into Mexico through the port of Vera Cruz, but there is a general feeling that it may be necessary to import large quantities in a short time. The revolutionary conditions prevailing in Mexico for the last four years has caused such a shortage in foodstuffs that many parts of the country are reduced to starvation diet.

is without its getting, just as no action is without a corresponding reaction.

This is the time when the state grain dealers' associations are having their annual conventions or mid-winter meetings. These meetings are usually well attended, though ordinarily the "old guard" and the "wheel horses" of the association are chiefly in evidence. There are a few from each section, the total number being rather representative. That is it, representative; instead of everybody being on hand to get the benefit of the meeting, a great many are content to be merely represented by somebody else.

This is a good time to talk about giving and getting in association work. What does it amount to? Is it worth while? Does it do any good to belong? Does it do any good to belong without working?

These questions are best answered by the experience of the individual members; and, it is interesting to note, the man who is in the association "up to his ears," who, perhaps, helped to organize it, and is giving time and thought to its work, is getting out of it fully as much as he put in. Paradoxically, the more he spends on it, the bigger returns he gets back.

That is the way with associations—like most other good things of life. There is no way to get results automatically. You can't build an elevator and walk away and come back at the end of a given time expecting it to pass you over 10 per cent on your investment. Nothing doing. You have got to be there on the job nine or ten hours a day—and then some—every working day, and hustle like

sixty to make good, after the elevator is built; and you know it.

In the case of an association, some members have an idea that it ought to run itself, and ought to make good for them without the necessity of their doing anything but write out their measly little checks for dues and send them in. In other words, they figure that an investment of \$5 a year ought to pile up dividends of perhaps several hundred. And if that doesn't happen—if the genii fail to appear when Aladdin rubs the lamp—they think that the association has gone to the demnition bow-wows.

The chain is no stronger than its weakest link, but fortunately, an association can be stronger than its weakest member. If it were not, most associations would have to lie down and die forthwith, because the association spirit in some of their nominal members is not strong enough to keep the blood circulating. It is true, however, that the association is no greater than its members make it; and the more dead timber, from an organization standpoint, there is among the membership, the less the results will be. You can't make it any different.

Even though there may be a paid secretary, you mustn't expect him to do all the work. He must work largely through his members. If they are inert, and fail to respond to his efforts, there is little that he can do. The members of an association, and more especially of a grain dealers' association, perhaps, have to be live and on the job, that is, as association men, if the organization itself is to amount to the proverbial hill of beans. The secretary, of course, must also have good stuff in him, because he must be a diplomat in order to make good both with his members and the concerns in the markets that they ship to. But the main question is with the members.

Some grain dealers seem to think that about all they're getting for their white alley is a membership ticket and the privilege of attending annual meetings, which they don't go to; and so they seriously consider getting off the list of members. In fact, if their interest isn't sufficiently keen to send them on the hop, skip and jump to the meeting—and not merely for the purpose of having "a good time," either—then it would be an excellent idea for them to pull out. As far as they are concerned, the association isn't worth the money.

But take the chap who believes in the association. He pays his money gladly, realizing that it is the smallest possible charge for the largest possible service. He goes to every meeting. What for? Well, in the first place, to get acquainted. He meets the dealers from far and near, from the town next to him, from whom he probably has a little competition; from the other sections of the state; and he also comes in contact with the grain receivers in the big markets, who are anxious for his business. There is a good reason for his getting personally acquainted with these people. In the first place, it will enable business transactions to be handled more pleasantly and satisfactorily all around, and in case of dispute there is somebody in the office of the buyer who knows the dealer, and can vouch for him. Working up personal acquaintance with the dealers to whom the grain is shipped is well worth while.

But it is even more worth while to get closely in touch with the other country shippers, and especially with those in the towns close to his own. He may have had a sort of "stand-offish" attitude toward them; he may have felt that they weren't playing the game just right; that they were crowding him, or trying to crowd him, out of his own territory. The man in his own town, if he comes

On Giving and Getting

The Holiday Spirit of Giving and Getting Possible of Practical Application Through the Year—What It Means in Association Membership—Benefits to Be Derived

By G. D. CRAIN, Jr.

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to the association meeting, too, probably looks a little better at short range than he did at home; and these two will probably have an opportunity to chat a bit, and talk to the dealers in the other parts of their section, about conditions and ways and means and whys and wherefores.

"I never knew Jim Stanley until I got to talking to him at the convention," said a country dealer some time ago. Jim Stanley is the operator of the other elevator in this dealer's town, and it may be inferred that the latter had regarded Stanley as a close relative of Old Nick.

"The way things had been going, I thought Stanley was the limit. We had been trying to take grain away from each other at the top of the market, and the result was that we were both losing money. It's a cinch we couldn't be making any. The farmers knew it, of course, and kept pitting one against the other, and we were fools enough to fall for the game.

"Well, at the convention we met under friendly auspices, and laughed a little over our competition during the fall. Then we got to talking during the meetings about the cost of doing business, overhead, depreciation, etc., and we both had pretty much the same ideas—that the average dealer wasn't getting enough margin to work on. The subject came up in the meeting, and both of us talked. He told what he thought the shrinkage was, and I spoke of the replacement of equipment and the depreciation of the plant, and the convention went on record in favor of having every dealer watch his overhead expenses and try to sell his grain at a sufficient margin.

"On the train going back home we talked things over and we admitted that we had both made mistakes. Well, we didn't make any agreement about dividing the business, or offering the same prices, of course, but it's a cinch that we both feel better toward one another, and that as long as that is the case, there's not going to be any fighting over business. If he wants to bid a shade over my price, he can have the grain. And I think that's what he'll do when it comes to my turn. In other words, we won't fight each other, but we'll act sane and sensible, and conduct our elevators on a business basis, trying to play the game fair and square with everybody and incidentally make a little money."

This may seem a long way round for association work to be evidenced, but at the same time it is one of the most general and most important results of getting together at the conventions. Associations bring men together under the most favorable auspices possible. It makes friends, because it creates a friendly atmosphere. The man who doesn't smile at a grain dealers' convention is evidently resting his facial muscles for another try at it. Consequently those who loosen up mentally and physically, and who come together to give and to get, are certain to accomplish their objects. They are going to tell "How," with reference to their business, and they are going to hear "How," from the other fellows at the meeting. Everybody will benefit, because nearly everybody will find some ideas that he can use; for nobody has yet been found who knows it all. Some may think they do, but they usually wake up in time.

And, besides gathering the practical, brass-tack facts and suggestions that crowd every minute of the business meetings, the dealer who is wise doesn't overlook the opportunities to make friends which are presented to him; to make friends with his neighbors, and with the dealers from other parts of the state; to make friends with the dealers in the big markets; and, at the same time, to get on good terms with himself.

Michigan produced 63,000,000 bushels of corn in 1914, an increase of about 7,000,000 bushels over the previous year; 17,316,000 bushels of wheat, and 50,752,000 bushels of oats.

Fifteen boats on the River Scheldt, containing cargoes of grain and other goods, were seized by the Dutch authorities, according to a recent war item. It is alleged that the boats were being smuggled by the Germans who contend that the cargoes are private property.

The Hessian Fly Threatens an Elevator Man With Ruin—He Originates a New Method of Fighting the Pest—An Engine of War Is Turned Into an Instrument of Peace

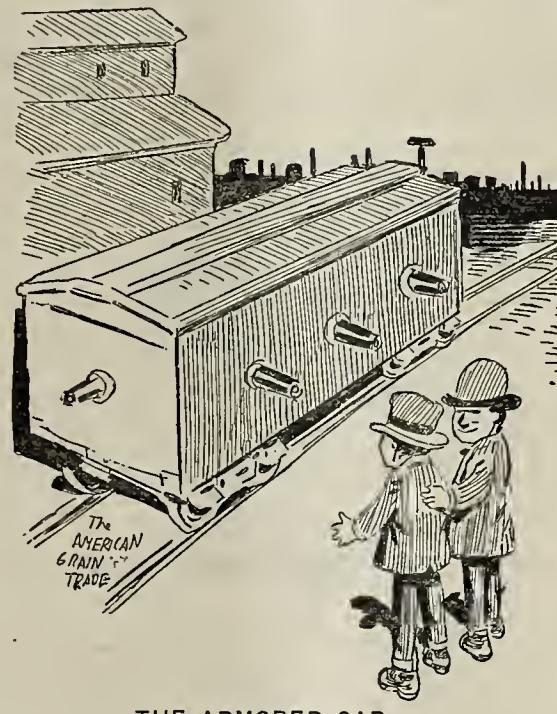
By GUIDO D. JANES

MR. LODZ of the Blank Elevator Company was trying to look on the happy side of life. The more he tried, however, the poorer his vision became.

"It is not the hoof and mouth trouble that is giving me the blues," he remarked to Machinery Salesman Ludlow, "but it is the Hessian fly. That pest is at the root of all evil. Its germ is giving the hoof and mouth adversity to the cattle."

"Are you sure?"

"No, not at all, Ludlow. I am just spreading broadcast that theory in order to scare the farmers around here into plowing up all their infested



THE ARMORED CAR

fields. If they don't do something soon, my elevator will have a 'For Rent' sign on it."

"Is your lie bringing forth fruit?"

"No. And only one thing remains to do. It involves you and your factory."

"Command us, Mr. Lodz. We are at your service."

"Well, you have supplied me with everything from cleaners to belt lacing. Now I want you to furnish me with an armored car."

Ludlow laughed outright.

"Going to kill off the farmers?" he questioned, regarding the remark in the light of a joke.

"No, I won't harm them. Will you get me one?"

"I will. How do you want it?"

Lodz then explained in minute detail his armored car. And in twenty minutes had transferred his proposition to the salesman.

"Good. I will deliver you the car next week," said the salesman. "I will get a box car this afternoon and equip it as you suggest."

"Thanks. Get busy."

True to his promise, Ludlow had the car delivered f. o. b. the elevator at the appointed time. And it was a peach. Both surveyed it from a distance, and it would have done credit to the warring nations. It was an all steel box car with small three-inch guns sticking out the sides and front and rear. Inside were three steel tanks.

Into these tanks were put mixtures of good seed wheat, some lime and other dope secretly prepared by the astute elevator man.

"Don't ask questions," laughed Lodz, after these arrangements had been made. "Just do as I say, and my plans will unfold themselves to you without my explanations. When 36 comes by tonight we will hook onto her and ride to the river. There I will drop off with the car."

"I will keep still and watch results," said Ludlow.

No. 36 pulled into town just as the April day was coming to a close. Onto this the armored car was coupled and ten minutes later they hurried out of town.

It was then that Lodz opened fire on the wheat fields with all his guns, serving each with a charge of powder and the contents of the steel tanks. The forward guns were raised to bombard the far distant fields, while the middle guns were lowered to catch the fields along the right of way.

"You are simply ruining the little wheat that's left," cried the salesman, noting that each discharge plowed the fields up for a considerable distance. "I admit you kill the fly, but you also annihilate the crop. You will be arrested for disturbing the peace."

"Wait and see. If I fail I will give you the elevator. If I win I want to buy a thousand dollars' worth of new machinery from your house."

This of course cheered Ludlow up, and he did not care whether his friend lost or won. He himself would be benefited by either outcome.

The river was reached at ten. Here the armored car was detached. And at midnight it was hauled back to the elevator. Ludlow went on. Lodz stuck to the car.

Naturally the farmers were stirred up about the affair. Some wanted to kill the elevator man and others wanted to bless him out good and proper. Finally they compromised and appointed a delegation to go and interview Lodz and ask for damages.

The spokesman, a Mr. Doolittle, began the meeting by using unkind words at the elevator owner. After which he waxed warmer and declared war on him. He was about to begin hostilities when Lodz with a smile waved them back.

"Fellow citizens," he laughed, "you are barking up a wrong tree. I have saved your crops instead



LODZ CONFRONTS THE DELEGATION

of ruining them. My armored car last night bombarded your Hessian flies, killed them, and then planted new seed on the field of battle. You will get twenty-five bushels to the acre instead of five."

"Well, I swan," cried Doolittle, picking up a dead fly. "Who would have thought of it? Wall, Mr. Lodz," he added, "we owe you not only an apology but a drink. Come over to the grocery store and we will all have a bottle of pop."

"Sure," cried the delegation, turned to eager joy. "Nothing is too good for our friend and benefactor, Mr. Lodz. Is it, Doolittle?"

"No, siree."

THE AMERICAN ELEVATOR AND GRAIN TRADE

January 15, 1915.

A NEW CRACKED CORN SEPARATOR

The J. W. Linkhart Company of North Vernon, Ind., has recently patented and manufactured the Economy Cracked Corn Separator and Grader, and from the description and the guarantee it seems destined to find a large sphere of usefulness. The Economy is simple in construction, requires very little power for operation and can be attached to any kind of a grinding outfit. It makes three grades at the same time as well as sacking each grade as it is made.

This separator and grader consists of one sieve, made in half cube or V-shape. This sieve is placed under a revolving reel with angle arms and so constructed that it distributes the cracked corn all over the sieve. The reel scalps off the bran and conveys the cracked corn to the end of the sieve and at the same time separates the meal from the cracked corn. The cracked corn, as it is discharged from the sieve screen, drops into the sacker and as it drops, a blower or fan at the end of the machine blows out the lighter material such as bran, hulls, etc., leaving the cracked corn in a nice bright condition. The



THE ECONOMY CRACKED CORN SEPARATOR AND GRADER

bran is blown into another sacker. This simple operation of the Economy makes the three grades at the same time, the highest grade of cracked corn and the meal a good grade of feed meal, then the bran for coarse feed.

The construction is so simple that there are only four bearings to oil, and it is built for long service. The low cost of maintenance, simplicity, durability and small amount of power required to run it, combined with the low price at which it is sold, should bring the Economy Cracked Corn Separator and Grader rapidly to the front.

LARGE ELEVATOR WORK IN LONDON, ENGLAND

Mr. R. P. Durham, vice-president of the John S. Metcalf Company of Chicago, Ill., and Montreal, Quebec, who has been making his headquarters in London, England, the past year, came home for Thanksgiving and also spent the holidays in this country. He expects to return to London the last of January.

Mr. Durham reports that the John S. Metcalf Company is designing two elevators for the Arthur Guinness Son & Company, the world famous Dublin brewers. The two elevators are for their new plant at Manchester, England. One of the elevators will have a capacity of 835,000 bushels, built entirely of concrete and will be used to receive, store and clean barley. The second elevator will also be built of concrete, with a capacity of 600,000 bushels, and will be exclusively for malt. There will be in addition very large facilities for handling both sack and bulk grain from boats and from cars. The cost of the work is approximately \$600,000.

In addition to these two elevators the Manchester Ship Canal Company's elevator No. 2, for which the John S. Metcalf Company acted as designers and engineers, is about completed. This is an all concrete elevator of 1,500,000 bushels capacity, costing

about \$900,000. It is designed to receive from six ocean vessels simultaneously and has enormous sacking facilities for the local British trade. Elevator No. 1, which, it will be remembered, the John S. Metcalf Company built a few years ago, of a similar capacity to No. 2, has been operating very successfully. With the completion of the Guinness elevators there will be four large houses on the canal to the credit of the Chicago, Montreal and London contracting firm. London offices of the John S. Metcalf Company are at No. 36 South Hampton Street.

COMMISSION BONDS UNCONSTITUTIONAL IN NORTH DAKOTA

North Dakota's new law, requiring all grain commission men doing a business in the state to take out a license in the state and furnish a \$20,000 bond, was carried to the Federal Court by Minneapolis grain dealers, and on December 26 Judge Amidon handed down the decision that the law is unconstitutional. The Railroad Commission of the state, to whom the bonds were furnished, has been deluged with requests for cancellation of commission merchant bonds and the return of the unearned license fee. Serious objection has been raised with the decision and it is possible that the Railroad Commission may carry the case to a higher court.

The case has created a great deal of interest throughout the state among grain dealers and the surety companies which furnished the bonds, as these latter will have to return the fees if the case is upheld. The farmers and shippers claim that their interests will be unguarded if the constitutionality of the law is not upheld. Whether this fear is based upon the suspicion of the Minnesota commission houses entirely, or whether the dealers in North Dakota lack confidence in the Federal jurists before whom the cases would come, is not stated in the reports.

ARBITRATION COMMITTEE DISAGREES

For the first time in the history of the Grain Dealers' National Association, the Arbitration Committee failed to agree in judgment of a case submitted to them for settlement. According to the new rule, established at the Kansas City convention, a majority of the committee shall decide, instead of requiring unanimity as formerly.

In the case in question, between the Ashville Milling Company of Ashville, N. C., and the Richter Grain Company of Cincinnati, the plaintiff claims to have purchased from the defendant 10,000 bushels of wheat, and the defendant claims to have sold only 5,000 bushels, and the agreed difference on the disputed 5,000 bushels is to be five cents per bushel, or \$250.

On August 13 defendant offered 5,000 bushels at certain price. The following day plaintiff ordered 10,000 bushels at price quoted, by cipher wire; defendant answered by wire that market was a cent higher, without referring to the quantity bid for, and on the same day plaintiff accepted new price by wire, closing the deal. To this the Richter Grain Company wired, "We confirm the wheat thanks," and on the same day wrote, confirming the trade for 5,000 bushels.

On September 3 plaintiff wrote, "We wired you recently to begin shipping our wheat contract at the rate of 1,000 bus. every other day. We have just noticed that your letter of Aug. 15 refers to 5,000 bus.; our offer was for 10,000 bus. and you accepted it. We presume the letter is a clerical error."

Elmer Hutchinson and L. W. Gifford of the committee held for the defendant on the ground that the defendant only offered to sell 5,000 bushels and that final confirmation by mail for this amount which was not objected to by the plaintiff until 18 days later.

In his minority report Chairman E. M. Combs held that as the original letter offering 5,000 bushels was not accepted, it had nothing to do with the trade which actually began with the plaintiff's offer to buy 10,000 bushels and which was accepted by the defendant. As both parties failed to confirm in

accordance with these telegrams, the contract terms must be decided by the terms of the telegrams which actually consummated the trade.

MORE ARBITRATION DECISIONS

Three new cases have been decided by the Committee on Arbitration of the Grain Dealers' National Association. In the case of E. T. Custenborder vs. Furnas Brown Grain Company the plaintiff makes a claim for \$29.64, the loss on a sale of oats.

The plaintiff shipped a car of "good" white oats to Steubenville, Ohio, on instructions from defendant (Furnas Brown Grain Company). The car on its arrival at Steubenville a week later was refused by the parties to whom the defendant sold it; the refusal being based on the grounds that the oats were extremely dirty and not in accordance with the terms of the contract. The defendant also refused to accept the car and it was necessary for the plaintiff to sell same on the Pittsburgh market at a loss of the amount claimed. The Pittsburgh inspection certificate showed the grain to be standard oats.

The committee decided that good white oats would be clean white oats and that under the ordinary usage of the word "Clean" oats good enough to grade Standard white oats would be clean oats and as the oats contained in this car graded standard white in Pittsburgh, E. T. Custenborder & Co. filled their contract and the oats should have been accepted. The committee ruled that the Furnas Brown Grain Company pay to E. T. Custenborder & Co. \$29.64 and pay the cost of the arbitration.

* * *

In the dispute between the Gillette Grain Company and the Wichita Mill & Elevator Company relative to a claim of \$300, the agreed damages on a sale of 10,000 bushels of oats through L. L. Wade, who was acting for the latter firm.

The price agreed upon, there remained the question of Memphis or Nashville inspection to settle. A series of telegrams were exchanged and finally settlement made for Memphis inspection. In his telegram to the Wichita Mill & Elevator Company accepting the bid for the Gillette Company, Mr. Wade asked if oats were Texas grown. He asked this for his own information, however, and the question had nothing to do with the previous sale. The oats being from Oklahoma, the Wichita company wired to that effect and waited reply for what they considered further and necessary information, as Mr. Wade's question was wrongly transmitted by the telegraph company.

As Mr. Wade was acting for the Wichita firm, and as the Gillette Company did not know of any telegram being sent after their confirmation of the sale, the Arbitration Committee decided in favor of the Gillette Grain Company as it was in no way to blame for the conditions arising between principal and agent.

* * *

In the case of the Stockdale & Dietz Company vs. T. P. Gordon Commission Company the plaintiff claims \$36.30 for shortage in weight of car. The evidence shows that there were seven cars of corn shipped on this contract, a portion of them being invoiced by plaintiffs at actual weight and a portion of them on capacity of car or estimated weights and that after some cars had been invoiced on capacity or estimated weights, the plaintiffs furnished defendants with actual weights on all such cars except the one on which the dispute arises. This one car was invoiced by plaintiffs to defendants at 60,000 pounds and the defendants directed same to Jamestown, Missouri, and invoiced it to their customer on the same basis. The plaintiffs then claimed they had loaded 64,120 pounds in this car and the defendant agreed to try and recover the difference from the customers but was not successful in doing so, as the customer claimed a shortage of 630 pounds on another car, admitting, however, the overweight of 1,025 pounds on the disputed car. All that the defendant could recover, therefore, was 395 pounds of corn, which was then credited to the plaintiffs.

The committee decided that under the terms of

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the contract it was the plaintiff's duty to furnish actual weights on all cars without defendants having to ask for them and that because they did not furnish them on the disputed car until after they had received account sales on same, they are responsible for the loss that occurred on that car. In regard to the other car the committee claims the defendants or their customer had no right to deduct the claimed shortage of 630 pounds on the car from the over-run of 1,025 pounds, because shipper's weights were furnished on that car as per terms of the contract and the settlement should be made accordingly. They further decided that the car containing 61,025 pounds should be settled for on full outturn weights.

The committee ruled that T. P. Gordon Commission Company pay Stockdale & Dietz Company for 630 pounds of corn at 64 cents per bushel, less freight of 17½ cents per hundred pounds, which amounts to \$6.10. It was also ruled that Stockdale & Dietz Company pay the cost of the arbitration.

NEW REGULATIONS ON BILL OF LADING STAMPS

Some additional regulations relating to the war tax on bills of lading have been made recently by W. H. Osborn, Commissioner of Internal Revenue. These regulations make it plain just where and when the stamp is required. Those affecting the grain trade follow:

Only the original bill of lading requires a stamp. Duplicate bills of lading should have written or stamped "Original Duly Stamped" or words to that effect.

While it is the duty of the shipper under the law to pay the tax, the transportation company, or carrier is responsible jointly with the shipper in case the bill is not stamped.

There is no objection to the carrier paying for the stamp and affixing it, or he can require the shipper to pay for the stamp and affix and cancel it.

The law requires that the person affixing the stamp shall write or stamp thereon the initials of his name and the date upon which the stamp is attached or used, so that the same may not be used again. It is not intended, however, that the initials of the principal for whom he acts will be sufficient. A rubber stamp may be used for cancelling the stamp, or a machine or punch which will affix the initials and date aforesaid.

In case of shipments from different consignors, consigned to one commission merchant, and included on one delivery slip the stamps may be attached on the same slip in sufficient number to cover the shipments made by each individual to the commission merchant.

Any number of cars may be included in one shipment, and if the contents are shipped to the same consignee at one time and to the same place of destination and are covered by one bill of lading, one stamp only is required.

The rule is that where a through bill of lading has been issued and stamped it should be sufficient, but a supplementary or intermediate bill of lading should state that the original was duly stamped.

Where bills of lading are exchanged for others under consignments, the new bills of lading require stamps.

Revenue stamps should be affixed to exchange bills of lading covering merchandise diverted in transit from original destination.

Shippers by express or freight are not required to make returns under Section 23 of the act.

If a shipment is refused by the consignee and is returned to the consignor, a new bill of lading will be required for return of shipment.

If a shipment is refused by a consignee and ordered shipped to another person, another stamp may be attached by the agent at the point to which originally consigned, and cost thereof may be collected either from the consignor or from the person to whom reconsigned as the agent of the consignor.

If goods are consigned to a shipper's agent or

to John Doe at an intermediate point and sold en route and reconsigned to another point than that named in the original bill of lading, stamps will be required on new bills of lading if any are issued.

Export bills of lading to foreign countries are not required to be stamped. Through bills of lading for shipment from inland points to New York or other seaports by rail and from there by ocean passage are required to be stamped.

When a shipment is made by land from New York to Montreal, Canada, the bill of lading is required to be stamped, as it is an inland shipment as well as an export shipment.

Bills of lading for shipment to Porto Rico and other insular possessions of the United States require stamps.

Bills of lading for export shipments to Cuba are not required to be stamped.

No stamp is required on state shipments of state property for which, if a stamp were issued, the government of the state would be required to pay.

A stamp is not required to be placed on receipts issued for the return of empty cars on which railroads make no charge for return haul of an empty car, the charge made on loaded car covering the return of the empty car.

An order given for the return of refused or unclaimed freight should bear a stamp if it takes the place of a bill of lading, or other evidence of the receipt and forwarding.

Transfer receipts covering shipments for which a bill of lading has been issued at points of shipment, the transfer receipts being merely a passing record of shipment from the terminus of a line to a connecting line, are not regarded as subject to stamp tax as bills of lading.

OUR VISITORS



THE Kansas City grain trade boasts of a real "broncho buster" in the person of George Stevenson, head of the Stevenson Grain Company. True, he subdued his youthful ambition to following the calling of cowboy, just as we ourselves trod under foot our early aspirations to be a policeman or "to sail the briny sea." But we doubt not that if Mr. Stevenson were today twirling a lariat for a cowboy's modest monthly stipend, he would be worth every cent of what he received.

However, when he turned aside into the more lucrative field of grain commission and applied his exceptional energy and determination to building up the Stevenson Grain Company from a young and untried firm to its present pinnacle of success, he did not lose sight of his love for cattle. And when he gets tired of "busting" records in the grain business he hops on a train for his cattle farm at Hymers Station, Kan., where he can be several other kinds of a "buster." Here he raises thoroughbred Angus cattle, and lest any one get it into his head that the farm is only a plaything, let it be here set down that Mr. Stevenson's farm is reported to be self-supporting, that he is recognized among the most exclusive cattle breeding circles and he was formerly president of both the National Live Stock Association and the American Royal Live Stock Show.

A talk with William Watson is always a pleasant and profitable diversion. The well-known Chicago representative of The S. Howes Company, Silver Creek, N. Y., has few spare minutes in the course of his always busy days, but those few are well worth grabbing up. With just a wee suspicion of an accent to prove the fact that he is a native of Shropshire, England, he is an American in thought, word and action, and when he opens his mouth and talks about the Eureka Line, it's always a temptation to dig down in your jeans for the price of a perfectly brand new grain cleaning machine, even though it is really not absolutely needed. He is the man who proved that the art of Svengali can be applied to salesmanship.

As a sportsman Mr. Watson is also of the highest caliber, but even in sport he is very prone to carry his business with him. Our artist has caught him in the act of fishing with his favorite kind of bait, one which has proven very successful, apparently, for he never tires of the pastime.

In common with several thousand other friends of Mr. Watson we are very glad that he mapped out his career on this side of the Great Pond, since otherwise he might be numbered among the khaki-clad hosts now fighting in France and Belgium, whereas he is needed right here.

THE AMERICAN ELEVATOR AND GRAIN TRADE

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English and Foreign Subscription - 1.75 " "**ADVERTISING.**

This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

CHICAGO, JANUARY 15, 1915.Official Paper of the Grain Dealers' National Association
and of the Illinois Grain Dealers' Association.**SPARE THE ROD AND SPOIL THE HOUSE**

WHEN we know the cause of an injury we can avoid it more easily. During the past year we reported 99 elevator and 56 mill fires whose causes were definitely known. According to those causes they are divided as follows: Sparks from locomotives, mills 4, elevators 13; defective wiring, mills 8, elevators 3; alleged incendiary, mills 9, elevators 16; heated journals, mills 7, elevators 5; dust explosions, mills 2, elevators none; gasoline explosions, mills 6, elevators 6; various other causes, mills 3, elevators 8; lightning, mills 17, elevators 48.

Forty-two per cent of the fires are caused by lightning; one and one-half per cent by dust explosions. An expensive investigation into these explosions is being conducted by the U. S. Bureau of Mines, the Bureau of Chemistry and the Millers' Committee, of Buffalo, N. Y., a preliminary report of 59 pages having already been published. Perhaps this investigation may serve to lessen the infrequent explosions; but what of the lightning disasters? Do we need Government investigation to decrease their alarming frequency?

For about ten years fire underwriters have been collecting data of causes and means of prevention of fires caused by lightning. They have found a simple remedy. It is the lightning rod. Lightning rods for many years were exploited by unscrupulous agents. They became a stock joke. But now they have come again into their own and are recognized as a first necessity of isolated buildings. Insurance statistics show that lightning rods are 99.9 per cent efficient in Michigan; 98.7 per cent in Iowa; 94 per cent in Ontario; and 99 per cent in Mississ-

sippi. The variation probably depends on the manner of calculation or possibly on the age or condition of the rodding. It therefore follows that nearly half of the fires in elevators could be prevented by installing lightning rods. It will not be long before failure to do so will be looked upon as criminal negligence and will be ground for action in the civil courts.

THE PRICE OF BREAD

WHEN the price of bread is involved the whole nation becomes interested. The Federal grand jury at Chicago is investigating the alleged manipulations of the price of wheat on the Chicago Board of Trade. The bakers declare that they can no longer deliver the standard loaf, as fixed by the city, at the old charge of five cents, for with flour at \$6.50 to \$7 per barrel the former profit of 1/16 of a cent has been entirely wiped out. The millers declare that with cash wheat \$1.30 and over, it is impossible to sell flour at less than the prices quoted. The buck is passed to the commission men and exporters—they will bear the brunt of the investigation.

The grain trade as a whole is to be congratulated that the investigation has narrowed down to this basis, for there has been left no loophole of doubt, and the report of the grand jury will have to be accepted by the public as a statement of the true situation. The terminal markets of the country have always been ready and eager for a thorough investigation. Such absurd charges have been laid at their doors that only a full inquiry will satisfy the doubters and those in whom prejudice has bred suspicion. Before the investigation is finished the general public will be considerably enlightened as to the effect of foreign demand, exorbitant ocean rates, war insurance, and the keen competition of domestic mills. They will also learn of country offers of \$1.15 and even \$1.25 per bushel, with only a moderate response by the farmers who are our most enthusiastic bulls, and who seem to think that \$1.50 wheat is worth waiting for.

HANDLING GRAIN FOR FUN

THE president of the Farmers' Grain Dealers' Association of Kansas, J. A. Lyons, in a recent statement showed that an elevator handling 50,000 bushels of wheat at three cents a bushel and 50,000 bushels of corn and oats at two cents would have a gross income of \$2,500, while the cost of operation for an average house of this capacity would be \$2,555. An actual loss of \$55 would be incurred each year. In this estimate the salary charge, including a helper for four months, is only \$1,200, and every other item of expense is perfectly legitimate and applicable to every elevator wherever situated. This accounting does not take into consideration such other costs as elevator shrinkage, terminal shrinkage, and failure to grade. Any practical elevator man knows that these items amount to considerable in the course of a year, although it is difficult to fix on a definite sum. If one-half of one per cent of the grain handled is allowed for these losses, then the total loss for the year would be \$342.50 instead of \$55. And this is only a fair allowance.

Every elevator man can estimate his cost of doing business in a few minutes. He can guess pretty accurately at his salary, insurance, interest at six per cent on plant investment and on operating capital, taxes, depreciation on plant (10 per cent), supplies for office and elevator, power, telegraph and telephone, traveling expenses, inspection charges, and the shrinkage mentioned above. Just add up these items and then compare them with your gross income. More than a few operators will find that they are losing money because they have failed to set aside interest and depreciation. These items do not have to be paid for out of the profit of any one year, but eventually they will have to be met, and unless they are included in the yearly cost the improvident owner or operator will find himself under the necessity of rebuilding his house when his capital is exhausted. At the beginning of the new year is a proper time to see how you stand.

THE HANDICAPS IN THE FOREIGN TRADE

HERE are three important factors in the export grain trade which have to be reckoned with and which are liable to be of even greater moment in the future if the war is prolonged through the summer months. The first of these is the shortage of ocean tonnage. About 50 per cent of the available boats in the export trade are interned, commandeered or sunk. In addition to this the shortage of dock hands in the foreign ports delays the discharge of every cargo and further depletes the available tonnage. To remedy this condition the administration at Washington is pushing the purchase of vessels by a holding company controlled by the Government. The principle involved in this measure is of doubtful verity and its expediency is seriously questioned as it is liable to embroil the nation if Federal owned ships are interfered with in foreign commerce, as seems a probable outcome, judged by the British stand in reply to President Wilson's note of protest, and the German attitude toward all commerce directed to England.

The second factor is an outgrowth of the first and relates to the increase in rates which are demanded by the shipping interests. As the price of freight tonnage depends on competitive bids, as does the price of grain itself, there is promise of little relief until the foreign situation releases the ships which have been put out of commission. Grain freight rates to Amsterdam have risen from five to 17 cents since the war began.

The third factor is the increase in insurance. The present rate is $\frac{1}{2}$ per cent for coverage on British vessels bound for British ports or to the continent between Havre and Gibraltar. By many underwriters it is felt that conditions are such that this charge has already become too low, for the attack on Scarborough and Hartlepool and the sinking of the dreadnaught *Formidable* has shown that the German submarines can evade successfully the North Sea mines. And it has shown also that the Germans are determined to bring the war to the British coast, in which case all the shipping, neutral or contraband, if carried under the British flag, is liable to destruction or seizure.

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While all of these factors make it increasingly difficult to complete our grain transactions with Europe, the hardship is less severely felt in that they bear with even greater severity upon South America, our only great competitor now in the trade with western Europe. Freight rates and insurance from Argentine and Brazil are prohibitive, so that compensatory prices are freely obtained by our own trade.

NATIONAL CONVENTION TO PEORIA

THE Board of Directors of the Grain Dealers' National Association has settled on Peoria, Ill., as the place for the next annual convention; the time has not been definitely decided but will probably be October 11-13. It is no small thing for a city to entertain a convention of the size and caliber of the National Association. Preparation will have to be made for 1,000 guests, and interest and entertainment provided for as high an average of intelligence as can be found in any organization in the country.

Peoria is well fortified against both demands. As the seventh primary market in the country, it handles an impressive volume of grain, and its exchange is of relative importance. Few men are better known in national grain affairs than the Peoria delegation, and their endorsement is warrant enough to the trade that the 1915 convention will be a success.

SUSPICION RAMPANT IN NORTH DAKOTA

THE farmers and grain dealers of North Dakota seem to have been stung by the suspicion bug. The entomological name of the insect is unknown but evidences of its bite or sting are many. For a long time there has been a systematic campaign among the farmers and grain dealers of the Northwest to create distrust of the grain firms connected with the Minneapolis Chamber of Commerce and the Duluth Board of Trade. This campaign has been waged by interests who claim to be working with the hallowed and unselfish purpose of furthering the interests of the grain dealers throughout the states in question, but whose real motives have been brought seriously into question. The disinterested attitude of a concern which slings mud at a competitor can scarcely be taken at its own valuation.

This distrust finally resulted in the passage of a law requiring all grain commission firms doing a business in North Dakota to take out a license in that state and to furnish bonds to the extent of \$20,000. Immediately the required steps were taken by many of the Minnesota commission houses, but the constitutionality of the law was brought into question and Federal Judge Amidon ruled that the law had no legal standing. The farmers and grain dealers of the state are up in arms against the ruling, declaring, according to press accounts, that they will be without protection other than that afforded by bond to the Minnesota commission.

Are the Minnesota commission firms fly-by-night concerns which expect to make their illegal gains and then a quick get-away before being caught by the authorities? One would imagine so to read the prejudiced reports from

North Dakota. But on the other hand the commission houses of Minnesota are under the control of men of the highest probity and integrity, who base their requests for new business on the fair treatment they have given their patrons in the past. No commission house could live through the year against whom these alleged irregularities could be sustained. By no chicanery of trade practice could the business of these markets have had the steady growth of the past unless their methods had been in the main satisfactory. Business the world over is built on honor, and without it every effort must fail. Except in rarest instances permanent success is the result of honesty and the Minneapolis Chamber of Commerce and the Duluth Board of Trade are no exceptions to the rule.

A POLITICAL EXPENSE

THE efficiency of association management shows to great advantage as compared to the operation of a state department doing the same work. In Iowa the State Dairy and Foods Commissioner has charge of the inspection of scales. The charge is \$5 for each scale inspected or a possible \$10 a year for each scale of a capacity of 2,000 pounds or over. Scales smaller than this do not have to pay a fee for inspection. The whole cost of the department is put upon the 1,500 users of the larger scales. This discrimination favors a great number of users of small scales, a favorite method of political shoe-licking, but it bears heavily upon the grain dealers of the state.

The Western Grain Dealers' Association, which operates largely in Iowa, has a scale inspector who performs the service at a cost of from \$3 to \$3.50 per scale, giving expert service for this amount, while the state service is notoriously slack and incompetent. Secretary Wells' note on this subject in his latest bulletin should be read carefully by every grain dealer in that territory, and should be the basis for concerted action in finding a remedy for the unjust condition that prevails.

A HARD NUT TO CRACK IN MONTANA

THE people of Montana and the railroads of the state have placed a nice problem before the State Railroad Commission. The people want rates so low that the farmer can afford to ship grain to the terminal markets in competition with the grain from nearer points. The railroads claim that every rate should be on a compensatory basis. Herein lies the problem; a rate which will allow profit for the farmer is claimed to be confiscatory for the road. It is up to the Commission to decide whether, as a public utility, the railroad should make it possible for business in Montana to be conducted profitably, without regard for the gains or losses the railroads may sustain, or whether the people of Montana should only be expected to raise or manufacture such products as can be marketed at a profit without sacrifice of equity in carrying charges. The farmers claim that their position is exactly parallel to that of the roads. They want to grow grain at a profit; the railroads want to carry it at a profit.

The Commission has already held that: "The reasonableness or unreasonableness of freight

rates cannot be gauged solely by the ability or inability of shippers under depressed market conditions to market their products with profits under existing circumstances." By granting the increased rates to the railroads of the eastern territory, the Interstate Commerce Commission has taken a position which gives the railroads the very privileges that are denied to the farmers and shippers. In effect the Commission has said: "As the railroads are necessary to the business of the whole country in good times and bad, they must be sustained on a paying basis, regardless of the business conditions of the country or the economic laws which ordinarily govern the financial position of the country."

The danger of this doctrine lies in its temptation to extravagance. Its injustice lies in the fact that low rates are an incentive to greater volume of business, and in new territory induce settlement with its attendant increment in the values of railroad property, which has been greater by many times than the earning of the western roads would have been had they always attempted to make their rates immediately profitable. Of course, this increment also applies to the farms in case of sale, but it affects their earning power less than the earning power of the road is affected by an increase in population, for the reason that farms are always competitive and railroads are always practically monopolies.

The solution of the problem is now before the State Railroad Commission. It has been before the greatest economists of the country since monopolies were recognized. The Montana people are optimistic indeed who expect a correct solution now or at any time until they recognize that the only basis upon which the question can be settled, or even profitably discussed, is that of taxation.

FEDERAL GRADES ACT PASSES HOUSE

THE Moss Bill providing for the fixing of grain grades by the Federal Government and the supervision of inspection of interstate shipments, passed the House of Representatives on January 4, by a vote of 220 votes for and 17 opposed. This marks another step toward uniformity which is so much desired by all handlers of grain. When the Senate last year manifested its disapproval of the McCumber Bill, providing for Federal inspection, it was not because it did not fully agree that uniformity was desirable, so that there is every prospect that when the bill comes before the upper body a quick agreement will be reached. It is probable that the new rules will be in force before the next corn crop is moved.

It is estimated that \$72,000 worth of grain is lost each year in the yards of Superior and Duluth through the activities of car sweepers, in spite of the fact that the authorities watch the empty cars closely and make many arrests of women and boys. The waste is largely due to the construction of the grain cars which makes it impossible to empty all the grain, from one to five bushels remaining in each car. The single wall type or hopper cars seem to be the only salvation.

EDITORIAL
MENTION

Our New Year wish to you is that you may never lack the opportunity for hard work.

Now is the time when every little boost helps. Patronize the home stores, talk prosperity, and advertise.

"Be good and you will be happy." Substitute the word "busy" for "good," and we guarantee that it will work fine. You won't have time to be bad.

The way to create good business is to prepare for it. Let the trade know what you want and what you have to sell. If others see that you are doing business they will get in the band wagon.

The successful grain dealer takes a look over his shoulder at what he accomplished last year, and then adds for the new year a little more responsibility and a little broader field for his activities.

The relative feeding value of corn and oats for horses has recently been tried out in the agricultural experiment station in Ohio, and it was found that, pound for pound, corn was the cheaper feed and generated just as much "pep" as oats.

The year 1915 will be a record breaker for the grain trade, "if the Lord is willing and nothing busts." But records don't come unless you go after them. They don't grow behind the office stove or in the calamity columns of the newspapers.

There was 41,263,000 acres of winter wheat planted in this country, a gain of 11.1 per cent. Much of this gain is in the Southern states where it takes the place of cotton, the crop acreage of which will be materially decreased next spring.

The wheat waste in Kansas is estimated at \$15,000,000 by Secretary Mohler. The waste comes through shattered wheat and uncleaned straw. In one locality an old man of 80 years gleaned \$637 worth of wheat. This seems to be an outlet for the labor market which is generally overlooked.

North Dakota has appropriated \$50,000 for an experimental terminal elevator. St. Paul is making an effort to have it located there to take care of the enormous volume of business which the Equity Exchange predicts will be sent to that point. Up to the present writing a \$50,000 house would take care of the business nicely.

In the yearly report of the Interstate Commerce Commission which was sent to Congress last month, it was shown that during the first 11 months of the year 7,600 informal complaints and 1,081 formal complaints were docketed. During this period 1,461 hearings were held and 165,000 pages of testimony were taken. Orders were issued in 5,604 cases and reparation amounting to \$411,372 was awarded. In al-

most every department the work of the Commission shows an increase over the previous year.

A recent dispatch from the Hague says that the present supply of cereals in Germany is between 15 and 20 per cent below the total needs of the country up to the time of the new harvest. The utmost diligence is being used in conserving the consumption.

Only five times since 1874 has the price of wheat been forced to higher levels than this month has produced. In May, 1877, it went to \$1.76½; in October, 1881, to \$1.43¼; in September, 1888, to \$2; in May, 1898, to \$1.85; and in June, 1909, to \$1.60.

In times of peace there is an annual issue of securities to the amount of \$4,000,000,000. Since the war started there have been Government loans to the amount of \$9,300,000,000 authorized, of which over seven billions have been subscribed. The former represents productive capital, the latter is to be entirely destroyed.

As a matter of curiosity it is interesting to note the number of "largest elevators in the world" that are erected each year. With the shortsightedness born of local pride every terminal point sees in its largest house the world's champion grain handling plant. Until the new Armour elevator at Chicago is completed to its 9,000,000 bushel capacity, Fort William will have to be given the palm.

Statements continue to come from Germany that the grain production of that country will be sufficient for her wants, regardless of the duration of the war. In normal times the country imports 18 per cent of her requirements of edible grain. Summer tourist consumption will be saved, and the long lines of shallow graves and high piled funeral pyres show how other saving in the food supply is brought about.

When Turkey joined hands with the Kaiser, the Eastern supply of Durum wheat was effectually cut off from Italy and France. Russia has long since placed an embargo on grains, but the possibility of export to allies and neutrals gave hope until the Dardanelles were closed. The Italians will not be denied their macaroni even if they have to pay \$2 a bushel for wheat. American Durum in consequence has leaped into the limelight as the most desirable of all cash grains, \$1.61 at New York is the reward of those farmers who had faith in the long despised cereal.

The Big Four Railroad has adopted one plan for increasing the efficiency of its freight service. At the general offices the grain situation on its lines is now known at all times. Every elevator and the amount of grain it handles is listed, and every one of the agents of the road are required to inform the office each day of the movement of grain in his vicinity; the amount coming from the farms, and the number of cars shipped from the station. Thus a constant check can be kept of the car needs of each locality. When we consider that the averaged freight car movement is only three days

per month and that on one of those days the car is empty, it is easy to see that there is hope of increasing the efficiency of the rolling stock.

The boys' corn clubs are demonstrating each year that we have just begun to know the value of that grain. The way it is reaching into the north country gives promise that it will soon replace walrus blubber as the breakfast food of the Eskimos.

The city of Hanford, Cal., is going into the grain business. They have a sewer farm belonging to the city, and it is to be planted to oats as an experiment. This is not a bad idea. Some of the cities in southern Germany have municipal forest preserves, and the income from the cut timber is so great that it not only pays all the expenses of the city, but has even been known to return a dividend to each citizen of the town.

If you mention the word "bridge" to a native of St. Louis, he bursts into tears. It is said that even bridge whist is social contraband. To the miseries of the Municipal Bridge situation is now added the withdrawal of the yearly pass books over the Eads Bridge, which cost \$25 each. A minimum rate of nine cents a crossing is now made, and as many of the grain and hay men have warehouses in East St. Louis they cross on the average of four times a day. One hundred and twenty-five dollars a year for getting to and from work is raising a dolorous lament among the trade of that city.

Iowa demonstrated again this year why her farm land is held at more than it is worth. The state produced over a billion dollars worth of food products. No one can deny its claims for championship productiveness, but speculators have saddled an interest charge of from eight to 15 dollars on every acre, and to overcome this handicap land has to be productive indeed. The men who bought up Iowa land before it rose to such exorbitant price are making good money. Those who paid the speculative prices are the ones who find interest in the land literature from the Canadian Northwest.

The new weighing rules of the American Railway Association, endorsed by the Interstate Commerce Commission, do not seem to relieve the shipper of any burden of responsibility. According to the new rules the original shipper's weight shall be accepted at destination, but in return the shipper will report and certify correct gross and tare weights; that a representative of the carriers shall have access at all times to the books and other records of the shipper; that the shipper shall pay promptly all undercharges resulting from incorrect classification; that the shipper shall maintain the scales in good condition, permitting inspection and testing by the carrier at all times. We can find nothing in the agreement as to prompt payment by the railroads for overcharge or for loss in transit. These rules will be embodied in the new tariffs which are now being made up by the carriers, and it is claimed that they will greatly decrease the number of claims for overcharge due to reweighing of freight enroute.

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NEWS OF THE TERMINAL MARKETS



E. L. WAGGONER
St. Louis.



W. S. COWEN
Chicago.

OFFICERS ST. JOSEPH BOARD OF TRADE

The members of the Saint Joseph Board of Trade held their annual election January 4, at which J. W. Craver was re-elected president and A. C. Muench was elected vice president. A. J. Brunswig remains as treasurer and F. Frederick secretary.

The directors are, including the officers: R. R. Clark, F. R. Warrick, T. P. Gordon, A. L. Feuquoy, S. T. Wildbahn, N. F. Fogarty, J. W. Dailey.

KANSAS CITY CHOOSES OFFICERS

The regular ticket on the Kansas City Board of Trade met with little opposition this year and the following were elected to serve as officers for the board during 1915: President, D. F. Piazzek; for second vice president, John R. Tomlin. G. S. Carkener, the former second vice-president, was elevated into the position of first vice-president.

Directors—W. A. Croysdale, L. A. Fuller, F. C. Hoose, W. B. Lathrop, G. A. Moore, C. P. Moss.

NEW ORLEANS OFFICERS

The New Orleans Board of Trade held its annual election January 11. The new officers and directors for 1915 are: Jeff D. Hardin, president; M. J. Sanders, first vice-president; Albert Mackie, second vice-president; R. F. Clerc, third vice-president.

Directors—C. H. Ellis, W. B. Sirera, J. H. Murphy, C. B. Fox, Pearl Wright, Jacob Bloom, J. S. Cave, Charles Dittman, Geo. B. Mathews Jr., Joseph Kohn, J. F. Cunningham, W. M. Pitkin, Max Schwabacher.

ELECTION AT TOLEDO

The annual election for officers on the Toledo Produce Exchange took place January 3, resulting as follows: For president, Fred O. Paddock; first vice-president, John A. Smith; second vice-president, Daniel W. Camp; secretary, Archibald Gassaway; treasurer, Fred W. Jaeger. Directors—Frank I. King, David Anderson, Cyrus S. Coup, E. L. Southworth, H. Wallace Applegate, Jesse W. Young, Frank W. Annin, Harry R. De Vore, F. R. Moorman and George D. Woodman.

GRAIN MOVEMENT LARGE AT MILWAUKEE

The grain movement in Milwaukee for the year ending December 31 was the largest on record, being 25 and 70 per cent larger than 1913 and 50 to 80 per cent over 1912. The receipts of wheat aggregated 9,830,750 bushels, compared with 7,365,000 bushels in 1913; shipments were 7,162,717, compared with 3,968,551 the previous year. Receipts of rye were 3,708,255 bushels, compared with 3,182,100 the previous year; shipments of rye were 3,292,480 bushels, compared with 2,397,770 last year.

THE WHEAT SITUATION

The wheat situation, as looked upon by T. A. Grier & Co. of Peoria, Ill., in a recent letter, follows:

"Wheat has risen rapidly above the price for the May option that was touched last summer just after the war excitement commenced. At that time, the prices were made absolutely in a speculative way. Now they are being attained by the demand for the cash article. It is a demand legitimate and unparalleled in its magnitude. It must be understood that, while the visible supply of wheat is still large, a very great portion of this is wheat that has been sold to go abroad, and is merely waiting the opportunity to get to the seaboard and be loaded upon vessels. This is not a time when anyone feels

like predicting how high the wheat figures may run, for there might be contingencies arise that would change the appearance of things, and make the demand a less strenuous one; while, on the other hand, there does not seem to be anything just in sight to prevent further irregular advances."

PRESIDENT CANBY RE-ELECTED

The splendid record made by C. H. Canby as president of the Chicago Board of Trade resulted in his unanimous re-election to that office for the coming year. Jos. P. Griffin was moved from second vice-president to the first vice-presidency and Jos. Simons was elected second vice-president. New directors to serve until 1918 were elected as



CALEB H. CANBY
Re-elected President Chicago Board of Trade.

fellows: Henry H. Newell, Robt. W. McKinnon, Adolph Kempner, Charles G. King, John Tredwell. The holdover directors are Leslie F. Gates, John J. Stream, Jas. J. Fones, Geo. E. Marcy, Geo. B. Quinn, John R. Mauff, John A. Rodgers, Ralph A. Shuster, W. L. Gregson, Geo. T. Carhart.

CONDITIONS AT NEW YORK

The course of the oat market during the week was constantly toward a higher level, until today, when there was a reaction in all grains. Exporters were liberal buyers of spot oats to provide for sales made abroad some time ago, so that the pressure which heretofore existed has been greatly relieved. The cash position has become vastly improved and, while values are still below a parity with the West, this difference is now much narrower than formerly and should soon disappear. Local jobbers have been fairly active buyers in replenishing stocks. There also was a decided impetus to the Eastern interior demand, and the buying from this source should continue. The advance, however, has carried prices to debatable ground, and further gains are not likely to be so rapid.

The market for corn has advanced under speculative influence and a moderate export demand. Foreign markets continue to show exceptional strength and material advances during the week.

The wheat market has been an excited one, with

prices constantly reaching new high levels. Clearances are again extremely heavy and sales for forward sailing reported to be the largest of the season.—L. W. Forbell & Co., New York. Letter, January 9.

THEO. G. JACOBS HEADS TICKET

The members of the Peoria Board of Trade, Peoria, Ill., held their annual election January 11. The following officers were chosen for the coming year: For president, Theo. G. Jacobs; vice-presidents, Louis Mueller, H. T. Boyd; treasurer, Wm. C. White; secretary, John R. Lofgren.

The directors chosen are: C. C. Miles, A. G. Tyng, C. H. Feltman, J. H. Ridge, N. R. Moore, T. A. Grier, L. H. Murray, H. H. Dewey, T. J. Fursley, Adolph Woolner.

ANNUAL ELECTION AT ST. LOUIS

Officers who will serve the Merchants' Exchange of St. Louis, Mo., for the coming year were chosen from among the strongest men in the grain trade of that market. The election, which took place late in December, resulted in the unanimous choice of Roger P. Annan, Jr., as president. Tom K. Martin was elected first vice-president and Cary H. Bacon was the choice for second vice-president.

The directors to be elected were: Marshall Hall, retiring president; Martin Mullally, Carl H. Langenberg, Wm. N. Louderman, Harry E. Papin.

LARGE EXPORTS FROM NEW ORLEANS

According to figures compiled by W. L. Richeson, chief grain inspector and weigh-master for the New Orleans Board of Trade, wheat aggregating 31,492,168 bushels was cleared from that port during 1914. This, in round numbers, was 17,000,000 bushels more than cleared during 1913. There were 1,754,420 bushels of corn shipped from that port during 1914, as compared with 4,267,576 bushels in 1913. Oats amounting to 1,368,266 bushels were shipped, as compared with 233,817 bushels in 1913.

WHEAT SURPLUS ALMOST EXHAUSTED

The weekly letter of E. W. Wagner & Co. of Chicago, January 9, says:

"The United States exports of wheat, corn, oats, rye and barley from the 1914 crops to January 1, 1915, aggregate around 228,000,000 bushels. Gigantic figures. We have taken the place of Russia as a general world provider. Until Europe ceases to cable us for grain, declines will be meager and the limit of upturns is in foreign hands. The staggering outgo of grain herewith outlined along with famine reports from central Europe, fears of a war spread to Italy and the Balkans and talk of a 6-cent loaf in the United States are the factors. To January 1, 1915, the United States exports of grain can be very roughly estimated at 176,000,000 wheat, 30,000,000 oats, 5,000,000 corn, 7,000,000 rye, 10,000,000 barley.

At the utmost, the United States can only spare 12,000,000 rye. We may export 60,000,000 oats. Our corn exports are as yet very small. By February 1, 200,000,000 of our wheat will have passed abroad and we are sold ahead to the extent of near 50,000,000 more. We are presumably on the point of selling our last 50,000,000 to 70,000,000 surplus wheat for future export. Rye shortage is indicated. Our 1914 potato crop of 405,000,000 bushels was a fair average, but the rice yield of 23,600,000 was 8 per cent below recent averages. The United States may thus export 375,000,000 of all grains to July 1, 1915.

THE AMERICAN ELEVATOR AND GRAIN TRADE

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Thoroughly replacing Russia, whose best annual exports of wheat, rye and oats are probably 400,000,000. Provision gossip is temporarily "hesitant," due to large supply accumulations.

"At a time, however, when the newspapers are featuring 6-cent bread loaf articles and discussing possible wheat shortage, serious provision liquidation can be doubted. The technical position of corn is unchanged. Supplies are abundant, but the wheat trend rules the corn trend. An investigation of our flour and wheat reserves and attempts to control exports might produce breaks."

CHANGES IN THE GRAIN INSPECTION LAWS

Very radical changes in the grain inspection laws of Missouri are recommended by State Grain Inspector James T. Bradshaw in his annual report. In effect, the recommendations provide for a law prohibiting the Kansas City Board of Trade and St. Louis Merchants' Exchange from weighing grain and that every elevator in which grain belonging to different owners is stored shall be declared a public elevator and placed under the jurisdiction of the state.

Mr. Bradshaw also recommended that railroads collect the inspection fees on grain as advance charges and settle with the inspection department each month.

A STORY OF GRAIN IN THE MOVIES

Some years ago the grain trade generally was much interested in the story of *The Pit*, by Frank Norris, which graphically described the attempt of a young Chicago speculator to corner the wheat market. The story came out soon after the Leiter deal and it was generally supposed that the main facts concerning the grain transactions pictured the inside story of that famous transaction. The

The film has attracted much attention since it was put on exhibition in Chicago, for the great moments of the drama are full of deep significance for all who are at all familiar with the way grain transactions are handled.

TAKE REASONABLE PROFITS

In a recent letter Pope & Eckhardt Company of Chicago say: "After the close speculators were much disturbed and the tone heavy on the 'roor-back' that exportations of wheat will be prohibited from this country. Recent expressions of extravagant views as to exhaustion of supplies in this country and influences today lead to the suspicion that illuminating articles will be 'fed to the public' through the daily press to stir up outside speculative interest. It is true that high prices are current everywhere and extravagant prices paid for cargoes of otherwise neglected sorts, but at the same time values have advanced to a point where the conservative handler will be disposed to 'cash in' the profits."

ANNUAL BANQUET OF WEIGHMASTER FOSS

One of the most enjoyable dinners ever given to the Weighing Department of the Chicago Board of Trade and their friends was held at the Congress Hotel in Chicago on December 19. Few men in the trade are better known or more highly regarded than is Mr. Foss, and invitations to the dinner are greatly prized. None who attended was disappointed. The cuisine was of the usual excellence and the entertainment of a high order.

The serious addressees of the evening were made by President C. H. Canby, who spoke of the business complications in the grain trade which had been brought about by the war, and by Walter E. Felt, who analyzed the causes of complaints of grain

club permits of mathematical accuracy of address; and a music box will afford the weighmaster opportunity to solace his moments of despair or cheer his hour of victory. The whole affair went with a vim, and the good feeling shown on all sides spoke highly of the *esprit de corps* which animates the Department and is largely responsible for the uniformly good work which it performs.

DEATH OF W. A. FRASER

In the death of W. A. Fraser, which occurred at Chicago December 31, there passed away an old-time grain dealer of Illinois and also the head of a



THE LATE W. A. FRASER

former prominent grain firm on the Chicago Board of Trade. His death was caused by heart failure and came suddenly, as he had been at work on the day previous.

Mr. Fraser was born in New Haven, Conn., in 1837, and spent his youth engaged in farming in Ohio. At about the age of 20 years he went West, locating at Woodhull, Ill., where he started in the grain business. He endeavored to enlist in the Civil War, but failing to pass the required medical examination he served in the commissary department during the four years of strife, under General Fremont. With the closing of the war he returned to Woodhull and remained in the grain business there for about 20 years, when he opened headquarters at Galesburg, from which place he operated a line of elevators. After eight years at Galesburg, in 1898 he moved to Chicago, engaging in the grain commission business besides operating his country houses. In 1902 he formed the W. A. Fraser Company, which continued until the spring of the past year.

The interment took place at his old home in Galesburg, the Knights Templars, of which order he had been a member for many years, conducting the funeral. He is survived by a widow, two daughters and a son, W. A. Fraser, Jr., who is associated with the cash grain department of Clement, Curtis & Co. of Chicago.

EXPORTS OF WHEAT A GREAT BENEFIT

"Will Congress prohibit wheat exports? Nonsense," says Our Boy Solomon. "Some congressman may be foolish enough to suggest such a bill, but Congress will hardly pass it. Our country has wheat to sell. It needs the money. Exports of wheat saved us from a panic. Prices are high because the export demand has been unprecedented. Our clearances have been about 185,000,000 bushels. We can spare hundred millions more. Half of it may have been sold, but not yet shipped. Some foreigners may resell here. Our reserves should be reduced to the minimum. Corn and oats are plentiful and relatively cheaper, but less popular for food. Potatoes and apples are very low, much cheaper than wheat. Our prospect for the next crop is for another record-breaker. Winter wheat acreage is



THE WHEAT CORNER IN THE CHICAGO PIT. POSED FOR THE "MOVIE" CAMERA

romance interwoven with the story was entirely fictitious, but served to bring into sharp relief the various elements which influenced the course of the plunger.

The story has been dramatized and was acted before the camera last fall by the Brady Film Company, the original cast who produced the drama on the stage taking the chief parts in the production. The scenes were all taken in and about Chicago, the pit scene, which is here reproduced through the courtesy of the World Film Company, being actually taken on the floor of the Chicago Board of Trade. It is wonderfully true to actual conditions, resembling in many ways the days of panic which followed the declaration of war by the Nations of Europe.

shortage, showing that all who handled the grain and the grain itself were sometimes to blame.

The singing by the assembly, led by O. J. Kloer, the solos, and the instrumental numbers by the Weighing Department Orchestra were greatly enjoyed, and the after entertainment, in the form of a minstrel show, will long be remembered. Duncan Boden acted as interlocutor, and began the hour of fun by presenting to Mr. Foss a golf club with which he could play the game to advantage in the slack season of receipts. It was a most remarkable club with all the modern conveniences. Three bumpers on the face allow for slice, draw, or straight ball; an electric light permits a game at night; a reel with line attached prevents loss of the ball; an auto horn gives the "fore" warning; a level on top of the

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four millions larger. It is in the ground. Spring wheat acreage will be greatly increased if present prices continue."

COMMISSION IS REDUCED

It was decided by the members at a recent meeting of the Winnipeg Grain Exchange to reduce the commission charge for handling oats from one cent per bushel to $\frac{5}{8}$ cents with charge of $\frac{1}{4}$ of one cent commission between members of the exchange. The reduction will take effect September 1, 1915.

CHANGES IN MEMBERSHIP

Chicago.—Secretary Merrill of the Chicago Board of Trade has reported thirteen new members added during December, 1914. They are: Joseph D. Lewis, Norman W. Peters, John K. Scattergood, John J. Crandall, Fred A. Wood, Hal Tyler, Kennard G. Keen, Chas. O. Larson, Jos. K. Montelius, Jed W. Pearson, Jas. E. Cairns, Henry C. Wiley, John P. Krebs. The transferred members are: Edw. P. Bassford, Chas. H. Crighton, Forrest S. Miller, Robert H. White, Chas. O. Patton, Andrew F. Brenner, Evans R. Dick, John A. Ross, John C. Black, Alphonse Moysc, Wert Reid, S. H. P. Pell, Jos. E. Thompson.

Cincinnati.—Four new members were admitted to the Chamber of Commerce in December. They are W. E. Evans, C. J. Bender, J. A. Stevens and Ralph H. Brown.

Duluth.—Jos. F. McCarthy was admitted to the Board of Trade on the withdrawal of Walter J. Amundson.

Kansas City.—F. D. Larabee was admitted to the Board of Trade on transfer from H. L. Stroud, and John P. Dolan was admitted on transfer from C. K. Megehen.

San Francisco.—P. J. Martenstein has resigned from the Grain Trade Association.

TERMINAL NOTES

Louis C. Brosseau has been admitted to membership in the firm of Brosseau & Co., of Chicago, Ill.

The Shanahan Grain Company has closed its Duluth office and is now making its headquarters at Buffalo, N. Y.

John F. Mackenzie and Winfield S. Day have formed a partnership to engage in the grain business at Chicago, Ill., under the firm name of Mackenzie & Day.

The Norris Grain Company has been incorporated at Kansas City, Mo.; capital stock is \$200,000, and the incorporators are Frank C. Hoose, R. A. Kelly and A. Huttig.

The Baker Commission Company, a grain firm engaged in business since December, 1909, at Minneapolis, Minn., has liquidated its affairs and gone out of business.

H. H. Patt has been appointed manager of the Des Moines, Iowa, branch of the Norris Grain Company of Chicago, Ill. He will have offices in the Huhhell Building.

H. D. Richeson, manager of the oat department of the Armour Grain Company of Chicago, returned to Chicago early in January from a short vacation spent in Arizona.

Todd W. Lewis has taken charge of the St. Paul office of C. E. Lewis & Co., of Minneapolis, Minn., and J. F. McCarthy has been appointed manager of their Duluth branch.

Junius S. Smith, weighmaster for the Board of Trade of Buffalo for the past forty-five years, retired from the position December 31. Mr. Smith is eighty-four years of age.

L. A. Morey has severed his connection with the grain firm of L. A. Morey Company of New York City, which has gone into liquidation and will continue the business under his own name.

We acknowledge seasons greetings from the following: Pope & Eckhardt Company, Chicago; The Stevenson Grain Company, Kansas City, Mo.; Bert A. Boyd Grain Company, Indianapolis, Ind.; Milwaukee Chamber of Commerce, Milwaukee, Wis.; J. F. Zahm & Co., Toledo, Ohio; Southworth & Co., Toledo, Ohio; Martin Mullally, St. Louis, Mo.; Willis E.

Sheldon, Jackson, Mich., Lowell Hoit & Co., Chicago; Bert Ball, Chicago; Moore-Lawless Grain Company, Kansas City, Mo.

The marriage recently took place of W. H. Küchi, secretary of the Standard Grain Company of Duluth, Minn., to Miss Byrde Beryl.

R. S. Johnson, formerly engaged in the milling business in Milwaukee and Chicago, has withdrawn from the grain commission firm of Johnson & McKenzie, which was organized a few years ago.

The annual battle between pit traders on the Chicago Board of Trade took place at 12:45 p. m., December 31. It was estimated that more than 500 bags of grain were thrown in the scrimmage, with no casualties.

Owing to the death of J. M. Frisch, the grain and hay firm of J. M. Frisch Company of Baltimore, Md., recently went into liquidation. The business is being continued by Walter F. MacNeal, the surviving partner, on his own account.

E. G. Broenniman, vice-president of the New York Produce Exchange, recently received the appointment of flour buyer for the American Belgian Relief Association. The New York headquarters of the association are at 71 Broadway.

The Elmore-Schultz Grain Company, of St. Louis, Mo., has taken over the Western Elevator, located at Granite City, Ill., formerly operated by the Miller Grain Company and Wright Bros. The elevator has a capacity of 50,000 bushels.

F. P. McClellan, member of the grain firm of J. S. McClellan & Son, of St. Louis, Mo., recently filed a voluntary petition in bankruptcy, both as an individual and as a member of the firm. The liabilities were given at \$12,000 and assets at \$6,500.

H. E. Halliday of Cairo, Ill., recently completed a new residence at Twenty-ninth and Washington Avenue, said to be one of the finest in the city of Cairo. The house was originally built by Henry Halliday and was one of the old landmarks of the city.

Charles C. Rubins, associated with the grain trade of the Produce Exchange of New York City for very many years, is now representing "on 'change" A. O. Slaughter & Company of Chicago instead of King, Farnum & Company, of Chicago, as formerly.

The firm of Conley, Quigley & Co., of Decatur and Clinton, Ill., has been dissolved. The Clinton office was taken over by Conover & Co., while the Decatur office is now operated by Ware & Leland of Chicago. J. E. Quigley is manager of this office, which has been established in new quarters at No. 121 Main street.

Harry Lyons Gale, with Logan & Bryan of Chicago, Ill., was married January 7 to Miss Lenda Hammond of Nashville, Tenn. After a short honeymoon spent in Wisconsin, Mr. and Mrs. Gale established their residence at 820 Addison avenue, Chicago, where they will be at home to their friends after February 1, 1915.

Keusch & Schwartz Company, Inc., of New York and Chicago, is remodeling its offices in the Postal Telegraph Building, Chicago, and will occupy the entire fourth of the third floor of this building. The new offices will be fitted out with every modern office convenience, with especial large room for customers, and will be ready for occupancy by February 1.

Robert Ramsay, John H. Gildea, James C. Legg, Geo. S. Jackson, and John J. Snyder are the nominees on the regular ticket for directors of the Baltimore Chamber of Commerce to serve three years. The election takes place January 25 and it is expected there will be no opposition to this ticket. Thos. C. Craft is slated for the presidency and R. H. Diggs, vice-president.

Lamson Bros. & Company of Chicago gave their annual banquet to their employes at the La Salle Hotel on the evening of January 4. Besides good speeches an excellent musical program was given and the seventy-five representatives of this well-known firm, managers of state and local branches who had run into Chicago for the occasion, spent a

most enjoyable evening. The heads of the firm, Messrs. L. J., W. A. Lamson and L. F. Gates were present, the latter acting as toastmaster and general factotum over the best banquet yet given by the firm.

The Eastern Grain Company of Buffalo, N. Y., announces the consolidation of the Eastern Grain Company, Iowa Elevator & Transfer Company, Eastern Milling Corporation, into a new company under the name of the Eastern Grain, Mill & Elevator Corporation. This company will continue the grain business of the Eastern Grain Company, the operation of the Iron Elevator, and construct and operate a lake and rail elevator on the Buffalo river. Nisbet Grammer is president of the new corporation and John J. Rammacher is treasurer.

George C. Martin, Jr., manager of the St. Louis office of Goffe & Carkener Company of Kansas City, Mo., and who has served as director of the St. Louis Merchants' Exchange for two years and one year as second vice-president, besides serving on one of the most active committees for a good many years, declined to be candidate for office of first vice-president of the Exchange this year. Mr. Martin felt that he had given a great deal of his time in the past to the Exchange and that honors should be spread among newer members of the organization.

The announcement was made January 1 by Hulhurd, Warren & Chandler of Chicago that owing to the death of William S. Warren the firm was dissolved last August, since which time the surviving partners have carried on the business under the old firm name. The copartnership has now been reorganized by the admission thereto of Benjamin W. Bradley, and the withdrawal therefrom of Charles J. Northrop and of the estate of William S. Warren. The business will be continued under the name of Hulhurd, Warren & Chandler, and members of the firm are Charles H. Hulhurd, Reuben G. Chandler, Oscar T. Hulhurd, Benjamin W. Bradley and John Gillies.

An important change in the ownership and management of the Samuel Hastings Company of Cairo, Ill., was made recently when Ira Hastings, president and general manager of the company, retired to devote his entire time hereafter to his extensive alfalfa and cattle ranch located in the north end of Alexander County. Oris B. Hastings, recently secretary and treasurer of the company, has assumed the duties of president and general manager and W. L. Duncan continues as sales and traffic manager. The company has a strong field force in charge of their various branches throughout the Cairo territory and these will be operated without change.

The Lyman Grain Company and Joseph Grain Company of Milwaukee, Wis., have merged under the name of the Lyman-Joseph Grain Co. The new company has leased the 250,000-bushel capacity elevator formerly belonging to the American Malting Company, but which has been in disuse for about seven years. The elevator is being fitted up with all necessary equipment for the rapid handling of grain. It is expected to have it running at full capacity in a short time, and all kinds of grain will be handled, but a specialty will be made of rye for the milling and distilling trade. The company recently filed articles of incorporation with a capital stock of \$40,000. The incorporators were J. C. Lyman, Burton Joseph and S. T. Webber.



From Zahm's Red Letter

WHEAT IS FLYING HIGH

THE AMERICAN ELEVATOR AND GRAIN TRADE

January 15, 1915.

RECEIPTS AND SHIPMENTS

Following are the receipts and shipments of grain, etc., at leading and shipping points in the United States, for the month of December, 1914, and for the entire year:

BALTIMORE—Reported by Jas. B. Hessong, secretary of the Chamber of Commerce. Figures for December:

Articles.	1914.	1913.	1914.	1913.
Wheat, bus...	1,701,455	4,259,094	1,775,643	3,239,190
Corn, bus...	2,957,461	601,184	1,650,230	30,961
Oats, bus...	2,914,545	205,716	3,370,494	10,080
Barley, bus...	372,906	2,984	394,204	.....
Rye, bus...	1,357,908	173,442	1,202,460	.....
Hay, tons...	2,900	6,141	600	699
Flour, bbls...	272,978	164,804	60,078	40,566

BALTIMORE—Reported by Jas. B. Hessong, secretary of the Chamber of Commerce. Figures for year 1914:

Articles.	1914.	1913.	1914.	1913.
Wheat, bus...	20,411,272	28,469,370	20,564,928	26,010,161
Corn, bus...	6,494,847	21,308,087	2,799,610	18,275,542
Oats, bus...	26,442,681	5,791,129	21,843,750	1,726,514
Barley, bus...	809,984	150,572	641,094	128,863
Rye, bus...	6,170,739	1,580,657	4,904,684	686,801
Hay, tons...	59,054	63,356	10,053	9,205
Flour, bbls...	1,808,672	2,003,581	808,272	961,060

CHICAGO—Reported by J. C. F. Merrill, secretary of the Board of Trade. Figures for December:

Articles.	1914.	1913.	1914.	1913.
Wheat, bus...	8,563,000	1,968,000	7,858,000	2,744,000
Corn, bus...	25,835,000	13,842,000	9,234,000	3,058,000
Oats, bus...	13,194,000	8,053,000	10,176,000	8,649,000
Barley, bus...	2,781,000	2,584,000	1,235,000	630,000
Rye, bus...	537,000	216,000	418,000	152,000
Timothy seed, lbs...	3,487,000	2,131,000	3,549,000	1,893,000
Clover sd., lbs...	1,723,000	1,446,000	1,665,000	668,000
Other grass seed, lbs...	2,505,000	2,214,000	1,867,000	1,062,000
Flax sd., bus...	299,000	1,030,000	8,000	.....
Br'm corn, lbs...	3,546,000	1,331,000	2,940,000	1,068,000
Hay, tons...	34,103	36,103	10,947	2,939
Flour, bbls...	923,000	699,000	819,000	475,000

CHICAGO—Reported by J. C. Merrill, secretary of the Board of Trade. Figures for year 1914:

Articles.	1914.	1913.	1914.	1913.
Wheat, bus...	99,290,000	50,372,000	85,468,000	45,999,000
Corn, bus...	106,600,000	127,730,000	65,259,000	92,590,000
Oats, bus...	138,400,000	124,405,000	122,756,000	98,377,000
Barley, bus...	25,460,000	31,663,000	7,077,000	7,788,000
Rye, bus...	3,432,000	3,075,000	2,240,000	1,677,000
Ibs.	40,736,000	37,427,000	29,369,000	33,197,000
Clover sd., lbs...	3,601,000	5,371,000	8,861,000	5,057,000
Other grass seed, lbs...	23,854,000	14,009,000	22,175,000	22,760,000
Flax sd., bus...	1,148,000	2,801,000	31,000	138,000
Br'm corn, lbs...	20,070,000	20,607,000	15,830,000	18,664,000
Hay, tons...	373,105	289,048	60,887	23,370
Flour, bbls...	9,709,000	10,268,000	7,443,000	6,190,000

CINCINNATI—Reported by W. C. Culkins, supt. of the Chamber of Commerce. Figures for December:

Articles.	1914.	1913.	1914.	1913.
Wheat, bus...	543,505	323,230	234,209	237,040
Corn, bus...	887,604	1,060,829	639,749	573,022
Oats, bus...	403,503	526,131	193,128	319,742
Barley, bus...	51,569	61,400	49	25
Rye, bus...	41,809	56,363	15,012	40,570
Timothy seed, lbs...	4,782	3,813	2,249	1,845
Clover sd., lbs...	3,925	5,179	1,227	3,597
Other grass seed, lbs...	29,572	30,898	18,296	16,703
Flax sd., bus...	306	27	5	19
Br'm corn, lbs...	256,332	93,040	149,746	43,655
Hay, tons...	20,980	23,209	15,879	24,518
Flour, bbls...	231,677	101,019	310,963	120,468

CINCINNATI—Reported by W. C. Culkins, supt. of the Chamber of Commerce. Figures for 1914:

Articles.	1914.	1913.	1914.	1913.
Wheat, bus...	3,701,090	3,783,613	2,251,311	2,337,063
Corn, bus...	8,468,404	7,797,910	5,301,039	4,249,790
Oats, bus...	5,958,304	8,213,319	4,334,653	6,094,773
Barley, bus...	589,181	729,496	34,724	141,997
Rye, bus...	503,248	628,974	157,670	285,379
Timothy seed, lbs...	57,999	69,506	48,810	48,775
Clover sd., lbs...	52,764	38,302	10,837	36,476
Other grass seed, lbs...	172,669	179,674	131,887	131,271
Flax sd., bus...	717	413	1,886	194
Br'm corn, lbs...	1,094,603	495,266	518,780	531,892
Hay, tons...	239,727	218,397	198,342	170,096
Flour, bbls...	1,647,619	1,307,547	1,346,833	947,606

CLEVELAND—Reported by M. A. Havens, secretary of the Chamber of Commerce. Figures for December:

Articles.	1914.	1913.	1914.	1913.
Wheat, bus...	126,675	.....	53,086	.....
Corn, bus...	407,783	.....	159,337	.....
Oats, bus...	159,469	.....	84,472	.....
Barley, bus...	15,022	.....	2,323	.....
Rye and other cereals, bus...	33,183	.....	.....	362
Hay, tons...	2,591	.....	362	.....
Flour, bbls...	53,441	.....	9,110	.....

CLEVELAND—Reported by M. A. Havens, secretary of the Chamber of Commerce. Figures for year 1914:

Articles.	1914.	1913.	1914.	1913.
Wheat, bus...	2,243,566	.....	1,409,475	.....
Corn, bus...	2,194,559	.....	1,124,044	.....
Oats, bus...	5,419,342	1,341,787
Barley, bus...	332,553	28,795
Rye and other cereals, bus...	136,648	12	

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TRADE NOTES

W. P. Rodecker is arranging to organize a company at Little Rock, Ark., to manufacture a grain loading device.

The Day Company of Minneapolis, Minn., manufacturers of the Day Dust Collectors and Dust Collecting Systems remembered their friends in the holidays by the gift of a combination card case and bill book.

Fred L. Cranson of the Huntley Manufacturing Company of Silver Creek, N. Y., spent Christmas with his married daughter at Racine, Wis., and visited a short time with his friends in Chicago on his way home.

The Reynolds Bleacher Company has been incorporated at Chicago, Ill., with a capital stock of \$10,000, to manufacture grain bleaching machinery. The incorporators are Francis J. Callahan, James E. Callahan and John M. Sweeney.

Beall Improvements Company, Inc., of Decatur, Ill., invites every grain elevator operator to write to it on the subject of his grain cleaning and grading troubles. The company maintains a department especially for this service in connection with the manufacture and sale of its line of new Rotary Warehouse and Elevator Separators, etc.

The Great Western Manufacturing Company of Leavenworth, Kan., which maintains one of the largest factories and stock in the Western country, has a 450-page catalog telling all about its complete lines of grain elevator and flour mill machinery. This catalog should be in every Western grain and mill office. For the further convenience of its customers the company maintains a warehouse and salesroom at 1221-1223 Kansas City, Mo.

The Canadian Consolidated Rubber Company, Ltd., of Montreal, Quebec, maintains twenty-eight "service" branches throughout Canada for the benefit of its patrons. Such service means very much to the operator of the plant who wants an order filled quickly for belting, power transmission, or any equipment from the line which the Canadian company handles. Information as to this branch service will be given any owner or operator on request to the Montreal headquarters.

"A penny saved is a penny earned." This adage might be supplemented with the statement that the penny saved comes without any wear or tear of the physical or mental faculties. Just so a reduction in horsepower is a great saving in the operation of the plant and The Knickerbocker Company of Jackson, Mich., has a great deal of information on this subject in connection with their line of dust collectors. This information may be secured by dropping a line to their Jackson office.

An Acme Desk Calendar and Telephone Index was the very useful and ornamental gift for the grain man's office desk which the Weller Manufacturing Company sent out the first of the year. For the 365 days of the year 1915 the grain dealer will have 365 leaves in which to jot down business appointments or affairs to be remembered, and he will also have called to his attention for the same period the fact that Weller-made grain conveying and elevator machinery has reached the apotheosis of all that machinery along this line should be.

The Corn Exchange National Bank of Chicago, located at the northwest corner of La Salle and Adams streets, decided to open a savings department in connection with its general banking business, on January 1, 1915. The Corn Exchange Bank is known as one of the most solid financial institutions in Chicago. It has a capital stock of \$3,000,000, with a surplus of \$5,000,000, and undivided profits amounting to \$1,693,612.63. The savings department will undoubtedly add to the bank's prestige. Ernest A. Hamill is president of the bank, Frank W. Smith

is secretary, and J. Edward Maas cashier. It numbers among its directors foremost men in financial circles of the city of Chicago.

A handsomely embossed card with a sprig of holly at the top and the N. & M. trademark in one corner conveyed the holiday greetings of the Nordyke & Marmon Company, Indianapolis, Ind., to its thousands of friends throughout the country.

Mr. William Watson, Chicago representative of The S. Howes Company, Silver Creek, N. Y., has undertaken the task of compiling a directory giving the names of all the feed manufacturers and dealers in the United States. Nothing of this nature, it is stated, has yet been published. This directory will be unique in character in that it is intended for free distribution among feed buyers only. It will contain no advertisements nor will any copies be sold. Furthermore, no charge whatever is made for inserting names. Everyone connected with the trade, either as feed producer or dealer, is invited to send in his name, together with list of the different feeds which he makes or sells, to Mr. Watson, 703-4 Western Union Building, Chicago, Illinois.

CHANGE OF CODE MESSAGE REGULATIONS

The British Postmaster-General has announced new regulations in the use of code messages in foreign telegrams. In addition to the four codes already authorized the under mentioned codes may be used, namely, Bentley's Complete Phrase Code (not including separate mining and oil supplements) Broomhall's Imperial Combination Code (not including special rubber edition), Meyer's Atlantic Cotton Code (thirty-ninth edition). The use of these codes and of codes already allowed—the A. B. C. code, fifth edition; Scott's Code, tenth edition; Lieber's Code, and Western Union Code—will be subject to the following regulations:

1. Code is at present only allowed in telegrams exchanged between the United Kingdom on the one hand and British possessions and allied or neutral countries outside Europe on the other.

2. Some extra-European countries do not at present admit code, and consequently code telegrams cannot be sent to Argentina, Brazil, the Danish, Dutch, French, or Italian possessions, or Uruguay, among other places.

3. Messages in private code or in any unrecognized code are stopped.

4. Neither private nor numerical equivalents of the phrases in published codes are admissible. It should be specially remembered that groups or series of numbers or similar expressions, e. g., prices of stocks, are not necessarily admissible because they appear in code. If the decode would not have passed the censors, neither will the coded message be passed.

5. All messages in code are decoded under arrangements made by the Post Office for submission to the censors. Every effort is made to avoid delay in this operation. It tends, however, to expedite the transmission of telegrams if persons handing in the coded telegrams deposited at the same time translation of the messages.

6. In all cases the name of the code used must be indicated on the form. It is not permissible to use words from more than one code in the same telegram.

7. No charge is made for the transmission of the name of code, but a fee of 12 cents is charged for each outward telegram in code.

The 1914 oat crop of Indiana will amount to approximately 45,696,000 bushels, compared with 36,380,000 bushels the previous year.

DEATH OF H. W. GLADHILL

A great many grain men, particularly those who operate elevators, were acquainted with H. W. Gladhill, superintendent of the flour mill department of Sprout, Waldron & Co., of Muncy, Pa., and will regret to hear of his sudden death on Monday morning, December 28, 1914.

Mr. Gladhill was born in 1862 on a farm near Gettysburg, Pa. He commenced the occupation of milling when only seventeen years old, and has been in some way connected with the business ever since. For sixteen years, just previous to the acceptance of the position with Sprout, Waldron & Co., he was engaged in the making of milling programs and in the supervision of the manufacture, sale and installation of flour and feed milling machinery with the Wolf Company of Chambersburg, Pa.

Regarding the death of Mr. Gladhill, Sprout, Waldron & Co. say: "While his time with us has been short, yet because of his pleasing ways, say



THE LATE H. W. GLADHILL

nothing of the ability shown as a milling engineer, made our relations very pleasant and not soon to be forgotten."

The milling and grain trades have lost a valuable man in the death of Mr. Gladhill.

THE BIG YEAR IN KANSAS

Clemency of the weather is sometimes attributed as the cause of the immense increase in farm products during the past year in Kansas. The 1914 wheat crop was double that of her nearest competitor and 13 per cent more than any other state has ever produced in a single year. But to weather and soil conditions alone all of the credit cannot be attributed. The people of Kansas must be given their meed of praise, for in the face of discouragements and disappointments which would have annihilated the ambition of a less hardy and less optimistic stock, they have persisted in their efforts to wring fortune from the prairies. Now the lean years are all but forgotten and nature's fullest bounty is their reward. Secretary Mchler of the State Board of Agriculture has recently brought out a neat and attractive card giving the statistics.

The remarkable figures, \$376,297,713, represent the total value of the 1914 farm products. This is an increase of \$167,891,347 since 1904. Aside from the farm products an immense increase has been recorded in live stock. The live stock valuation is placed at \$261,955,494, making a grand total, farm products and live stock of \$638,253,207.

The wheat crop amounted to 180,924,885 bushels, valued at \$151,583,031, the corn, 87,338,272 bushels, valued at \$59,320,147; the rye, 2,193,279 bushels, valued at \$1,562,878, and the barley crop of 4,355,565 bushels, is valued at \$2,024,352.

NEWS LETTERS

MILWAUKEE
C. O. SKINROOD - CORRESPONDENT

ONE of the prominent grain men of Milwaukee, E. J. Grimes, has just returned from Detroit, where losses on grain cargoes and a revised bill of lading were discussed by representatives from the grain trade and of the lake carriers from many cities fronting on the Great Lakes.

According to his report of the meeting, no action was taken on the question, contrary to the reports of the conference which appeared in the daily press. Apparently the grain shippers could not quite agree on a policy with reference to losses on grain cargoes in transit. Buffalo grain men did not take the same stand on the problem as did the representatives from Montreal, Milwaukee and other cities. The vessel men, however, presented a united front and refused to accede to the demands of the grain dealers, according to Mr. Grimes, the representative of the Milwaukee Chamber.

"We will probably have to have another meeting on this important subject," said Secretary Plumb of the Milwaukee Chamber. "This has been a sore spot with grain men for many years. They want to hold to the old custom of compelling the carrier to stand all the losses on cargoes, since there are very carefully supervised systems of impartial weighing at each end of the trip which insure accuracy in weighing. The Detroit conference really had no specific results apart from the discussion. It seems that the vessel men in the Lake Carriers' Association were willing to stand losses as high as one quarter of a bushel on each thousand of bushels of grain concerned, regardless of weight—of losses, or of overage.

"However, this proposition was not accepted. The vessel men wanted the grain men to apportion the losses by means of local corporations for all those amounts that exceeded the allowance of one quarter of a bushel on each thousand. But such a company in each city to split the losses would be cumbersome and unsatisfactory.

"The vessel men should add to the freight rate very slightly if necessary to make allowance for all these losses and then the shipper would know just what each consignment of grain would yield at the end of the trip.

"This is a vital question with shippers. I have been told that sometimes the spout through which grain passed to the vessel was disconnected, so that grain was dumped into the river. Of course, this was the fault of the vessel men. In some instances, it is said that wet and damaged grain has been shoveled overboard rather than have the injury come to the light of those in charge of the grain. These instances are some of the causes of complaints of grain men, so that losses on grain shipments by water have been excessive and unnecessary and the vessel men should be held liable when such claims are forthcoming."

* * *

One of the most picturesque figures about the Milwaukee Chamber is Archie McFayden, who has been doorkeeper of the Chamber for 47 years. He began his forty-eighth year of service a few days ago. Every man on the floor is familiar with the genial, bearded figure of Archie and something would be gone if Archie were no longer there. He knows every man who frequents the Chamber and

none presumes to pass when challenged by him. Mr. McFayden has watched the grain business from the time that Milwaukee was a mere village to the present time, when there are more than 400,000 people here. He observed some enormous changes in the grain trade from the old days of sailing vessels and wagon-delivered grain to the hundreds of cars of grain offered in the Milwaukee market each day by the swift and convenient sample method. Mr. McFayden also has a son, who is one of the most prominent musical composers of the city and a concert pianist as well.

* * *

Milwaukee grain men are enthusiastic in their praise of the advantages of the freight raise granted to Eastern railroads.

"Now watch the railroads," said President Mander of the Chamber. "They have been worrying along on poor equipment for years. They have repaired their cars and made them last longer and longer. Since they are now assured that they are going to do business henceforth at a profit, they are in a position to branch out. Railroads will spend more money for maintenance and I think that there will also be an extension of new lines. The present rate increase does not affect the grain business, I believe, but since the business structure is closely tied together, anything that helps business in general will be of much help in the grain trade as well."

* * *

Traffic Expert George A. Schroeder of the Milwaukee Chamber of Commerce said in regard to the freight raise: "The proposed advance in grain in connection with the general raise was 1 cent per 100 pounds to all Eastern destinations. However, a separate case was made of this and the advance was suspended for further investigation by the Interstate Commerce Commission. If this grain raise had gone through, it would have added at least 5 to 8 per cent to the present freight rates. The worst feature of the case was the proposition to exempt Chicago from the advance, so that it would have virtually amounted to a discrimination against the Milwaukee market of at least 5 to 8 per cent in grain freights. The advance, however, on certain special commodities and other freights will be of great benefit to the commercial interest of the country."

* * *

At the close of the year, the secretary of the Milwaukee Chamber made estimates that the total receipts of grain here for the year would total about 75,000,000 bushels. When all the returns were in, however, the total trade for 1914 proved to be not less than 77,000,000 bushels, which was a new high record and far in excess of the business handled in any other year and far above the high record made in 1913. The increase in business over last year was 27 per cent. In 1913, receipts of grain at the Milwaukee market were in excess of 59,000,000 bushels.

Shipments of grain from the Milwaukee market in 1914 were 50,000,000 bushels, compared with only 33,000,000 bushels in 1913. In fact, shipments of grain by lake from Milwaukee have become so formidable that they now constitute not less than 60 per cent of all the business that leaves the Milwaukee harbor, and the total receipts of grain and grain products by rail were not less than 45 per cent of all the freight received in Milwaukee. Shipments of grain by water were double those of any other year and were by far the largest in the history of Milwaukee. Part of this grain business was due to the war demand, millions upon millions

of bushels of oats, rye and corn being shipped to the seaboard for exporting to other countries.

The growth of the Milwaukee grain business in 1914 is also expressed by the fact that several new concerns opened up here during that time and the active elevator capacity was increased not less than 550,000 bushels, two new houses having gone into commission, one with a capacity of 250,000 bushels and another, which had been inactive, having resumed business. Milwaukee now has an active elevator capacity of about 15,000,000 bushels, including all the private and public storage houses and those used in the manufacturing industries of the city.

Grain men here are hugely delighted with the magnificent record made in grain here this year, which has far surpassed all expectations. The record in the new year, however, has been so favorable that new records are also expected to be made in 1915. The growing popularity of the market among shippers all over the West has led many Western handlers to prefer this market for all their shipping of grain.

* * *

A recent change by the Milwaukee road is given much significance by Milwaukee grain men—that of changing the name of the Chicago, Milwaukee & St. Paul road to the Milwaukee road—on much of the literature of the company. The short name for the company has long been the St. Paul road, but now the term Milwaukee will be used very largely. This is expected to give the city excellent advertising along the railroad lines of the western extension of the company, clear to the Pacific coast. It is argued that since Milwaukee is the home town of the road, since its early founders and builders lived here and since the capital for the line was raised here and since the company has generally been known as a Wisconsin company, the system should be denominated the Milwaukee road. The Merchants and Manufacturers' Association of the city and many other prominent grain and business companies have been interested in seeing this change brought about, so that Milwaukee and not St. Paul should be advertised by this influential railway system. Now the campaign has been rewarded with some success.

* * *

One of the new progressive grain firms of Milwaukee during this era of growing grain trade is the incorporation of the Lyman-Joseph Grain Company, formed by the consolidation of the well-known shipping firms of the Lyman Grain Company and the Joseph Grain Company. The new business of the firm will be conducted on a much larger scale than formerly. The incorporators are I. C. Lyman, Burton Joseph and D. A. Edgar. The capital of the new firm has been fixed at \$40,000. The company was also influential in adding to the elevator capacity of the city by the rehabilitation and opening of a plant with a capacity of from 250,000 to 300,000 bushels.

* * *

Death took one of the members of the Milwaukee Chamber of Commerce who has been connected with the organization continuously since 1876. This was William F. Wesson.

* * *

Indicative of the grain opportunities at present at Milwaukee is the decision of the grain firm of E. G. Hadden Company to enter the field of cash grain sales. This company, which has been engaged in grain brokerage business, will now reorganize with a capital of \$100,000 to branch out to this new field. Mr. Hadden says he has been encouraged to

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make this move because Milwaukee's grain business has nearly doubled in two years. He also points out that for a time Milwaukee jumped from fifth to second place in importance for the receipts of corn and oats. Mr. Hadden is the president of the new concern as reorganized and N. M. Kent is the vice-president and secretary.

* * *

The Milwaukee Seed Company is doing a large business, having recently produced an affidavit showing that from August 22 to December 5 the company handled more than \$244,000 worth of farm seeds. Since, there has been additional handling of \$60,000 worth of seeds, and the firm has moved seeds worth more than \$300,000 in the closing months of the year.

The big increase in export trade of grain has been of material assistance to many of the big grain companies. One of the well-known commission firms here handled more than \$1,000,000 worth of business in the month of December alone.

* * *

The annual show at the Milwaukee Chamber of Commerce at the close of the year was not animated by the usual home talent material. This production has become a city-wide feature, there being very keen demand for the tickets. This year, however, A. W. Taylor, in charge of the show, said the grain men were too swamped with business to prepare a show and hence the program was filled from the local vaudeville houses.

* * *

Milwaukee is still handling some very large cars of grain and corn, the most recent one being a car of corn with 2,224 bushels.

* * *

Grain in store at Milwaukee as reported officially at the opening of the year was 72,000 bushels of wheat, approximately, 646,000 bushels of corn, 599,000 bushels of oats, 254,000 bushels of barley and 80,000 bushels of rye.

* * *

The finance committee of the Chamber of Commerce has fixed the rate of interest on advances at 6 per cent.

* * *

Milwaukee bank clearings for recent weeks have been from 5 to 9 per cent larger than a year ago. This is in marked contrast with the declines in clearings in many other sections of the United States.

* * *

Philip Orth & Co., Milwaukee, flour and grain shippers, have made plans for building a four-story warehouse on Florida Street.

* * *

August Froeming, founder of a grain firm by the same name at Algoma, Wis., and a prominent banker, died recently at the age of 74.

* * *

During the week ending January 9 the total Milwaukee trade in barley was 223 cars, compared with 173 cars for the preceding week. The sudden advance in prices of all grains also expanded the demand for barley. The added buying power was noted in malting and feed barley and prices for all good grades have ranged from 71 to 76 cents per bushel.

* * *

There was a sudden expansion in Milwaukee corn trade for the week ending January 9, receipts for that week being 430 cars, compared with 241 cars for the previous week, or about half of the trade for the present week. There is still good buying of yellow, mixed and white grades. Shipping trade, both for domestic and export account, has been large and there has been an advance for the week of nearly two cents per bushel. Local and industrial needs of corn are also extensive. Premiums are still obtained at Milwaukee over competing points. Most sales have ranged from 68 to 71 cents per bushel.

* * *

There is a heavy shipping demand for oats, the price gains for the week being about three cents or more per bushel. Local feed trade has absorbed much of the offerings and total receipts of oats for

the week have been 172 cars, compared with 171 cars a year ago. Milwaukee is paying good prices for oats compared with other markets and most sales recently have ranged from 52 to 54 cents per bushel.

* * *

Millers and shippers have been taking wheat greedily at the Milwaukee market, but supplies have been limited with offerings of only 79 cars for the week, compared with 66 cars in the same week of a year ago. Good milling varieties were in such demand that prices were forced up 10 to 12 cents a bushel for the week. The heavy war demand also helped prices.

become convinced after twenty-one years in the grain brokerage business that his unusual name might have served him immensely in his business dealings during that time if he had not consented to eliminate it from his firm's name upon the formation of his partnership with William T. Kemper, in 1893.

The simpler name of his associate was adopted after a discussion of a firm name formed by uniting their two names in "The Kemper-Piazzek Grain Company." It was called the Kemper Grain Company, and although Mr. Kemper withdrew from the partnership a few years later, it is still known by the original name. Mr. Piazzek is president of the firm today, and both he and the Kemper Grain Company are very generally known in Kansas City.

The disadvantage which he sees in conducting his business under another man's name is not so much because of the added prominence which might result if the company were known as the Piazzek Grain Company, or as the Kemper-Piazzek Grain Company, but because non-resident business men with whom he may at intervals do business do not always know that he, and not Mr. Kemper, controls the firm. They have no way of learning that the Kemper Grain Company is conducted by a Mr. Piazzek, as the Kansas City dealer knows from his personal association with the firm and owner.

His former partner is president of the Southwest Trust Company, one of the largest institutions in the West, and of the Kemper Investment Company, and the Kemper Mill & Elevator Company. Both men retired from their respective banking businesses in Valley Falls, Kan., to enter business together in Kansas City, and both possessed the ability and enterprise which gave them rank among the city's most prominent commercial men. It is Mr. Piazzek's belief that he is handicapped by the fact that his name and his firm are not closely associated, while from observing Mr. Kemper's experiences, which enables him to study an opposite condition, he has concluded that Mr. Kemper has had the advantage which he misses.

He speaks of his conclusions in a wholly impersonal way, much as a psychologist views the subjective phenomena of his own mind and the minds of others. Indifference to personal prominence, or popularity in any form, were the things which largely account for his giving of his assent to the omission of his name from the partnership title, Mr. Piazzek explains. In twenty-one years he has learned in a negative fashion of the subtle force which publicity yields, and indifference has changed to firm conviction that the force is real and useful.

* * *

The Grain Clearing Company of Kansas City has elected three directors to succeed the officers whose terms expire this month. C. W. Lonsdale, of the C. W. Lonsdale Grain Company and G. W. Hinsen, of the G. W. Hinsen Grain Company, were chosen to serve two years, and R. J. Thresher, Thresher-Fuller Grain Company, one year.

* * *

The Kansas City grain trade for 1914 exceeded that of all other years. Three factors were important in making the year a remarkable one for the Kansas City Board of Trade. The state of Kansas nearly doubled its wheat crop, raising 181 million bushels, the largest yield ever produced by a single state; the European war stimulated the trading in wheat to as great a degree as it killed the active trading in cotton; and prices rose to an extraordinary figure in consequence of the abnormal conditions. The combined receipts of wheat, corn, Kaffir corn, oats, rye and barley were 105,000,000 bushels. More than 84,000,000 bushels of this was shipped to other points. Owing to the diversion of a percentage of the Kansas wheat to Galveston and the gulf ports for shipment to the war zones, not as much was received from that state as would have passed through Kansas City channels under ordinary conditions. The month of December reflected the pronounced tendency of the wheat market, and surpassed the receipts of all previous Decembers. Other commodities ranged about the normal December marks, excepting corn, which were the smallest

KANSAS CITY
B. S. BROWN - CORRESPONDENT

NEW officers of the Kansas City Board of Trade were elected January 5, as follows: President, D. F. Piazzek, president of Kemper Grain Company; second vice-president, John R. Tomlin, of the Aylsworth-Neal-Tomlin Grain Com-



Photo by Thomson.

D. F. PIAZZEK
President Kansas City Board of Trade.

pany; directors, W. A. Croysdale, of the Croysdale Grain Company; L. A. Fuller, of the Thresher-Fuller Grain Company; F. C. Hoose, Norris Grain Company; W. B. Lathrop, Pierson-Lathrop Grain Company; G. A. Moore, Moore-Lawless Grain Company; C. P. Moss, of the Moss Grain Company, and formerly president of the board in 1912; Arbitration Committee members: F. B. Clay, of F. B. Clay Grain Company, re-elected; Tracy L. Cockle, Whitmore-Cockle Grain Company, re-elected; P. A. Murphy, Simmonds-Shields Grain Company; H. J. Smith, Lonsdale Grain Company, re-elected; Harold Spencer, who was appointed in 1914 to fill the vacancy caused by the death of Frank A. Talpey. G. S. Carkener, who has been second vice-president, automatically becomes first vice-president. R. T. Morrison, who was one of the nominees for president, withdrew from the race in favor of Mr. Piazzek. The latter served as vice-president in 1914. There are six hold-over directors as follows: E. O. Bragg, L. W. Bixler, F. B. Godfrey, B. L. Hargis, N. S. Shannon, J. A. Theis. The retiring president is A. L. Ernst. Little rivalry displayed itself in the election, which was one of the quietest ever held by the Board. One hundred seventy-eight out of two hundred members voted.

* * *

De Forest Piazzek, who was made president of the Kansas City Board of Trade on January 5, has

THE AMERICAN ELEVATOR AND GRAIN TRADE

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in recent years. The receipts for the year were proportioned as follows: wheat 70,757,550 bushels, increase over 1913, 36,887,550; corn 23,172,500 bushels, increase, 1,243,750; oats 9,258,200 bushels, decrease, 916,310; rye 197,100 bushels, decrease, 261,600; barley 469,000 bushels, increase 105,000; hay (tons), 316,072, increase, 12,940.

* * *

The Kansas City Board of Trade has amended its constitution, changing the limit of time in which a buyer of grain may call for re-inspection to 48 hours. The limit heretofore has been 24 hours, but in practice there has been practically no limit because buyers have constantly availed themselves of the clause in the 24-hour specification, which said, "unless otherwise agreed upon."

* * *

A spectacular fire of unknown origin entirely destroyed the two-story wooden building of the Alex Reed Wholesale Flour & Feed Company, at 612 North Main Street, Springfield, Mo., together with two carloads of flour, worth \$1,700, and four cars of hay and other goods worth about \$1,500. Insurance of \$1,000 on the stock and \$300 on the building will partly cover the loss.

* * *

Wheat which was purchased at 80 cents a bushel when prices dropped last spring was sold at \$1.18 during Christmas week by the Shellabarger Mill & Elevator Company, of Salina, Kan. The firm realized a profit of \$42,000 from the transaction, which involved 150,000 bushels of grain.

* * *

E. D. Bigelow, secretary of the Kansas City Board of Trade, in a published statement, giving a résumé of the grain business for the year in the Kansas City region, calls attention to the report of the Department of Agriculture made to Congress in December, after an investigation of marketing conditions in that center. The Department found that there exists "no collusion between large interests to restrain competition or depress prices in Kansas City." Mr. Bigelow makes the following comment: "It is well for the grain trade that legislators have obtained the facts, and through them the public has learned that grain is handled on a very close margin and that no collusion exists on the Kansas City Board, and we have no reason to believe on any other board."

* * *

The Interstate Commerce Commission refused, on January 5, to increase the proportional rate for grain shipments between Omaha and Memphis, as sought by the Kansas City Board of Trade, which protested the lowering of the rate to within one per cent of the charge between Kansas City and Memphis. Closer competition between Omaha and Kansas City is predicted, while the Omaha rate is effective.

* * *

Kansas sent \$500,000 worth of grain and clothing to the Belgians. Charles F. Scott, former Congressman from that state, will go to Belgium to personally superintend the distribution.

* * *

Wheat reached the highest price in seven years at the figure of \$1.20 a bushel, in Clay Center, Kansas, early in January, when prices leaped elsewhere.

* * *

C. K. Megibbon has transferred his membership in the Kansas City Board of Trade to John P. Dolan, who has taken over Mr. Megibbon's interest in the Megibbon Coal & Grain Company.

* * *

The Western states are \$500,000,000 richer by reason of the war, according to the statements which Carl Vrooman, Assistant Secretary of Agriculture, made in a speech at Kansas City.

* * *

L. D. Larabee, of Hutchinson, Kan., has become a member of the Kansas City Board of Trade through the purchase of the membership of H. L. Stroud, of Rogers, Ark.

* * *

Wallace C. Goffe, of the firm of Goffe & Carkener, Kansas City grain dealers, is also president of the

Provident Association. At one of the December luncheons of the City Club he described the charity work conducted by the organization.

* * *

Following the marriage recently of H. F. Spencer of the Spencer Grain Company, he was presented with a silver dinner set by members of the Board of Trade.

* * *

W. S. Washer, grain dealer of Atchison, Kan., states that 35 or 40 per cent of the old wheat in the eastern portion of Kansas is being held by the farmers for higher prices.

* * *

Thomas Fiddick, of Cameron, Mo., has received the appointment of hay and grain inspector at New Orleans for the British government.

* * *

Frank G. Crowell, member of the Kansas City Board of Trade, who has just accepted the proffer of a seat in the National Foreign Trade Council as the representative of the grain trades, states tersely the purpose and scope of the tasks of

the exporters of the two continents in establishing reciprocal commercial connections.

Very much as the bank is able to furnish its patrons on both continents with information which aids in the formation of new trade relations, the Foreign Trades Council expects to bring the shippers of all continental countries into touch with United States shippers and buyers, as explained by Mr. Crowell. Other steps toward success in the undertaking will be the solution of the ship tonnage question through legislation, such as the Wilson administration is contemplating.

Mr. Crowell was one of the delegation of business men who were invited to Washington last August to confer with and advise President Wilson and members of the administration regarding the legislation involving the business interests of the nation, which was pending at that time. He took part also in the conference of bankers in New York at the beginning of the war. He has been notified of a meeting of the Council to be held in St. Louis, January 21.

* * *

The grain and hay markets of Kansas City were suspended for only one day to observe Christmas, while the live stock market closed for two days.

* * *

Charles N. Woodward of the Western Grain Company is a new member of the K. C. Board.

* * *

Every farmer in the vicinity of Wellington, Mo., may have his own elevator, if he so desires, under a plan devised to facilitate the storage of grain. Collective construction of individual elevators on a site having trackage accommodations is the idea which is to be carried out. The Farmers' Bank of Wellington has taken an active interest in the project, and will loan money to the farmers wishing to enter into the arrangement. It also agrees to aid the farmer in holding his grains after he stores them in the bins, by loaning him up to 7 per cent of the value of the goods. The scheme was suggested by Cashier H. E. Neece during the discussion of several plans to enable the growers to hold their product. It is estimated that the lack of elevator capacity last year caused the loss of \$15,000 to Wellington.

* * *

An unsuccessful attempt was made to enter the safe of the Farmers' Elevator Company at Solomon, Kan., shortly before Christmas.

* * *

To protect Kansas from the bubonic plague, Dr. Crumbine, secretary of the State Board of Health, notified all railroads in the state that freight cars must not be brought in from New Orleans unless they have been inspected and passed by Government inspectors. He was notified that such a danger existed by the health authorities of New Orleans, who are fighting against the spread of the disease by infected rats, which might be found in freight cars.

* * *

Professor H. P. Cady, Dr. William McKeever and Professor F. R. Hamilton, of the University of Kansas, took active part in collecting donations for the half-million dollars' worth of flour which Kansas sent to Belgium this month.

* * *

The Public Utilities Commission of Kansas, working in conjunction with the seven states which have united with Kansas to oppose the Interstate Commerce Commission in raising the freight rates on grain, will investigate the increases ordered in an effort to insure justice to the farmers. It is estimated that the additional cost to Kansas alone would amount to \$500,000 a year or more, if the rates are allowed to stand. The Utilities Commission regards its position as of great importance to the growers, for the reason that no organization exists among them through which their interests could be protected.

* * *

The Wichita Board of Trade, according to one of its officials, is strongly of the opinion that the Board should assume charge of the case of the George Koch Grain Company against the Santa Fe Railroad, involving the leakage of grain from defective cars,



Photo by Thomson.

FRANK G. CROWELL

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which was decided in favor of the railroad in the district court. An appeal to the supreme court will probably be made.

* * *

The Kansas Utilities Commission declined to allow the application of the Hutchinson Traffic Bureau for a storage transit rate on hay.

* * *

State Warehouse Commissioner James T. Bradshaw of Missouri wants all grain elevators in the state made public property subject to state control. He so recommends in his biennial report, which has been received by the legislature. Under his plan the state would charge an inspection fee, which would be collected by the railroads, with their freight charges. A similar inspection law to cover hay dealing is needed also, he says. One object of the commissioner's proposal is to remove the weighing fees now collected by the Kansas City Board of Trade and the Merchants' Exchange of St. Louis, a practice which he denounces as pernicious and unjust to the owners of grain. The report says, "So unjust is the practice of exacting this extra fee from the owners of the grain that I emphasize the wrong being done, by urging a law that will effectually stop it."

* * *

Farmers and grain dealers, both as individuals and as organizations, are supporting a movement in Kansas to have George B. Ross re-appointed to the position of state grain inspector by the new governor, Arthur Capper. His handling of the affairs of that office have gained him the non-partisan support of the grain men throughout the state. For the first time the grain inspector's office reports a surplus in funds, amounting to \$15,000.

* * *

The owners of private grain elevators in Kansas did business amounting to \$23,000,000 in 1914, according to figures compiled by Mr. R. Romer, national director for Kansas of the National Farmers' Equity Union. About thirty elevators in the state are associated with the co-operative movement of the union.

* * *

The largest tonnage of alfalfa ever handled in one week through any single market center was recorded in Kansas City during the week ending December 12. Six hundred and sixty-five carloads were handled. The trading was heavy throughout the month in hay of all kinds. The business for the year was close to that of 1913, and was about normal.

GALVESTON
R. N. COULSTON - CORRESPONDENT

WORK on the foundation of the new Southern Pacific Elevator, to replace the one burned last month, has begun, although the contract for the main structure has not yet been awarded. The old elevator was located on Pier A, while the new one will rise on the south end of Slip A, just west of the pier. The urgent need of the Southern Pacific for grain handling facilities at the port of Galveston made it impossible for the company to wait until the debris was cleared from the site of the old Sunset Elevator. This would consume some two months, and by that time the new building is to be well under construction. The new elevator is expected to be completed and in operation within six months after the work is started. It will probably be of greater capacity than the old elevator, although this will not be definitely determined until the bids are all in.

* * *

Mobile is commencing to cast longing eyes at the big export business of Galveston and New Orleans. T. T. Pope, chief grain inspector for the Mobile Chamber of Commerce, stated recently that with the proper facilities at least 100,000 bushels of wheat could be shipped daily from Mobile or 600,000 bushels a week. A campaign is to be started to pro-

vide adequate storage and handling facilities for Mobile.

* * *

The Texas Corn Growers' Association will assemble at Waxahatchie on January 18 and 19. A considerable program has been arranged with several prominent speakers and a good attendance is anticipated.

* * *

The monthly report of Chief Inspector Miles shows that during December, 1914, clearances were issued to 45 steamships with aggregate cargoes of 7,262,649 bushels of wheat. In December, 1913, only 134,275 bushels were shipped, the increase, therefore, being 7,128,374 bushels. Since September 1, 1914, there has been shipped from Galveston 23,715,177 bushels, representing an increase over last year of 22,281,040 bushels.

* * *

It is reported that the Santa Fe Railway will erect a big elevator in Galveston in the near future. E. E. Chambers, vice-president of the Santa Fe, recently spent some time in Galveston looking over the shipping facilities. Although declining to make a statement regarding his decision, Mr. Chambers said frankly that he will recommend development of the Santa Fe property here as a good investment not only for the future, but to provide additional shipping facilities for present traffic. Continuing he said: "It is not in my department to say whether or not the Santa Fe will build an elevator in Galveston, but I will say that I am more than favorably impressed with what I have seen."

TOLEDO
E. F. BAKER - CORRESPONDENT

THE grain movement in Toledo is active and both receipts and shipments have been heavy. Many of the shipments of both grain and flour have been designed for export, going directly to European countries. The Toledo flour stocks are extra heavy at this time and all the mills are running at full capacity. The corn coming into the market is grading contract and No. 3 to a large extent and all of it is in good shape. Wheat has also been grading well. Receipts for the week were: Wheat, 100,000 bushels; corn, 174,000 bushels; oats, 44,800 bushels. Shipments for the same period amounted to: Wheat, 150,100 bushels; corn, 72,000 bushels; oats, 715,000 bushels. Grain in store in Toledo for the week ending Saturday, January 2, was as follows: Wheat, 1,355,553, of this 358,021 was Northern Spring wheat; corn, 125,003 bushels; oats, 759,681 bushels. Toledo receipts for the year 1914 were as follows: Wheat, 588,000 bushels, as against 891,000 the previous year; corn, 466,800 bushels, with 874,800 the previous year; oats, 143,900, as against 292,800 for 1913; clover seed, 10,840 bags, as against 12,430 the previous year. Shipments wheat, 662,000 bushels, as against 181,800 the year previous; corn, 226,800 bushels, as against 322,600 for 1913; oats, 145,300 bushels, as against 296,300 for 1913; clover seed, 5,440 bags, as against 3,129 the year before. Cash wheat reached its highest notch for the year in December, when it was quoted at \$1.30, and ebbed its lowest in July, when it was quoted at .78 $\frac{1}{4}$ cents. The highest quotation on cash corn for the year was August 8, when it was quoted at 90 cents, and the lowest was January 8, when it sunk to 63 cents; the highest quotation on cash oats was September 5, when it was quoted at 53 $\frac{1}{2}$ cents, and the lowest August 3, when they reached the 35-cent level. The high point on cash clover was August 11, when it was quoted at \$11.40, and the lowest April 8, when it was quoted at \$7.20.

* * *

The Ohio State University started a course this year to study how the grain markets of the country handle and grade the farmers' products. Students are given lectures on market distribution and study

the field crops of the world. In the laboratory they study the grading of grain, testing it as to weight, color, percentage of moisture, quality, soundness and kind. Samples of ear corn and grain are received from farmers and from grain exchanges in the primary markets.

* * *

Taylor Moorehead, 14-year-old boy of Bowling Green, Wood County, Ohio, although the youngest lad in the contest, managed to raise 145.2 bushels of corn on an acre of ground and won the Washington trip in consequence.

* * *

The Ohio Agricultural Commission recently took action concerning experimental farms which will make it much easier for a county to obtain one. It was agreed to establish an agricultural farm in every county desiring it where there is an agricultural improvement station of 300 members, with not less than ten to a township, and where the members raise \$1,000 to help sustain the farm. The Agricultural Commission will supply the remainder of the cost of operation and the superintendent.

* * *

Prof. Charles W. Gayman of the Walte High School, Toledo, is much in favor of introducing some form of practical and useful work into the school curriculum which would serve the double purpose of fitting pupils for some form of lucrative employment when they have finished their studies and will also keep the boys interested in their school work until they have secured the high school advantages. Recently he asked the pupils to express their preferences and was surprised when 98 pupils responded with a definite request for a study of various departments of agriculture. As a result such a course may be established in the Toledo high schools.

* * *

Frances Gillmore, 9 years old, of Fremont, Ohio, recently had the best ears of corn on display in a corn growing contest. The little girl is very proud of her feat.

* * *

The Canadian steamer *Calgarian* recently arrived in port from Fort William, in western Canada, with 103,000 bushels of wheat booked for export to European countries. The wheat was transferred to Hocking Valley freight cars at the C. H. & D. Elevator, 80 of the largest size box cars being required. The wheat was transported to Newport News, Va., and loaded on a big ocean liner bound for an European port.

* * *

Bernard Freudenstein, secretary of foreign trade of the Cincinnati Chamber of Commerce, has appealed to the Toledo Commerce Club to back him in a campaign to urge manufacturers to spell out Ohio on all shipments designed for foreign countries. He points out that the letter O does not mean anything to a foreigner and might stand for Oregon, Oklahoma, Ontario or Oceanica. "Don't fail to emphasize the importance of our state."

* * *

E. L. Southworth of Southworth & Co., prominent Toledo grain and seed commission house, in a recent interview pointed out the real value of grain exchanges to the business world. Said he: "Everybody is glad that the stock exchanges have reopened and that the cotton exchanges are doing business again. At the same time the public should not lose track of the fact that the grain exchanges have been doing business right along. The European exchanges have been closed, but the American exchanges have remained open. What would have happened if they had closed is what none of us like to consider. Everyone sees now the value of the stock exchange in providing a clearing house for securities and a place where values are standardized. This is the kind of function that the grain exchanges perform in grains. It would certainly have been a serious matter if the great world markets for breadstuffs had been closed. A great deal of confusion would have resulted and undoubtedly an enormous loss to the producer, and the consumer would have found it impossible to

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supply his needs promptly. Some of those who used to criticise the speculative system of buying and selling grain are now changing their attitude, because they realize what a real service the grain exchanges perform. The fact that the American exchanges were able to keep open during such trying times is the best possible evidence that the grain business is on a solid foundation, and that the exchanges are performing a real service."

* * *

C. S. Coup of the Northwestern Elevator & Mill Company recently returned from a two weeks' trip in the East. He stated that he found all Eastern terminals densely packed with flour, grain and other commodities for shipment abroad. Lack of steamship room, he declared, prevents much of the trade from moving. Ocean freight rates have practically doubled. Grain rates have also advanced and ocean steamers are charging 25 cents per bushel for carrying wheat to Europe, whereas the rate prior to the breaking out of the war was six cents.

* * *

According to printed reports, the Ohio corn boys in their December trip to the metropolis made all New York "stop, look and listen" and gave the New Yorkers the brand new sensation of being onlookers instead of occupying the center stage. They marched in a body to the Waldorf-Astoria, where they had luncheon, and then, headed by bands, started out to view the sights. They were received by Mayor Mitchel at 11 o'clock, took an ocean ride and at 11 p. m., when Broadway is at its height, marched to their train. The boys had the time of their lives and the New Yorkers will not soon forget Ohio's corn boys.

* * *

Warren Collins, bookkeeper for J. F. Zahm & Co., grain dealers, located in the Produce Exchange Building, died suddenly at his home on Fourteenth Street Thursday morning. Collins, who was 40 years old, had been in good health until Wednesday night, when he complained of feeling badly. Thursday morning he did not feel able to go to work and his mother, with whom he resided, started down town with the office keys. When she returned she found her son dead in bed. Heart disease is said to have been the cause of his death. Collins was born in New York City and had been an employe of J. F. Zahm & Co. for the past 25 years. He is survived by a brother, Harry Collins, and an aunt, Mrs. Charles Newton, both of Toledo, and his mother, with whom he resided.

* * *

The Produce Exchange held an election of officers Monday, January 4, and, for the third time, F. O. Paddock, well-known traffic authority and member of the firm of the Paddock-Hodge Company, was made president of the organization. The other officers elected were: First vice-president, John A. Smith; second vice-president, Daniel W. Camp; secretary, Archibald Gassaway; treasurer, Fred W. Jaeger; directors, Frank I. King, David Anderson, Cyrus S. Coup, Ezra L. Southworth, H. Wallace Applegate, Jesse W. Young, Frank W. Annin, Harry R. Devore, Frank R. Moorman, George D. Woodman; committee of arbitration, E. L. Camp, L. A. Mennel, R. S. Sheldon, K. D. Keilholtz, C. W. Mollott, E. A. Nettleton and Fred Mayer; committee of appeals, W. H. Haskell, R. L. Burge, F. C. King, G. J. Rudd, W. A. Boardman, O. H. Paddock, J. Wickenheiser, R. P. Lipe, W. E. Stone, C. S. Burge, C. Rockwell. President Paddock was re-elected one year after the constitution was revised to permit the executive officer to succeed himself. Mr. Paddock has been untiring in his efforts to bring about equitable rates for the Toledo market and these have been crowned with success. Mr. Paddock at the nomination meeting on Saturday made a strong address before the organization, reviewing the work of the past year and the rate revision granted to Toledo last year. He also told of other rate plans now being worked out. He stated that efforts were being made to have the Terminal Belt Railroad Company construct a huge elevator on its line. This project was halted by the European war. Mr. Paddock declared that he wished to retire as head of the organization, but the call was overpowering.

and Mr. Paddock gracefully acceded to the will of the other members. Mr. Gassaway, who was re-elected secretary, has served the concern long in that capacity and the "Change" would not seem natural without his pleasant countenance at the desk. He has been courteous and competent and every member of the organization is his personal friend.

elevator was constructed there was only one older and that was the one at Brooklyn, N. Y., on De Graw Street, the first one of its kind in the United States, erected by the then Architectural Iron Company.

Now it may be of some interest to know that Captain John O. Foering, the present chief grain inspector of the Commercial Exchange, was superintendent of the Washington Street Elevator, beginning from December, 1867, and he is still on the job. After various changes in administration the Pennsylvania Railroad Company took complete charge of it in April, 1877. Col. W. B. Thoms, the first president of the then Corn Exchange, but now Commercial Exchange, took charge of the plant after it had lain idle for several years until 1867.

Philip Berg, one of Chief Foering's valuable men who started with the beginning, is still a prominent factor in the grain inspection trade. Captain W. E. Cheeseman, who always was proud of weighing the first car load of grain in the Washington Street Elevator, is still alive today.

The capacity of this elevator was 500,000 bushels, the bins are of iron 11 feet 6 inches in diameter, 46 feet 6 inches deep. There are 90 cylindrical bins,

PHILADELPHIA
E. R. SIEWERS - CORRESPONDENT

AND now it has been officially decided by the Pennsylvania Railroad Company, which owns and controls the plant, that the old Washington Avenue Grain Elevator, which for over half a century has been doing great work in the local and export grain trade of the port of Philadelphia, is to be dismantled and torn down as soon as practicable, not because it has become useless since the big mod-



OLD WASHINGTON AVENUE ELEVATOR, PHILADELPHIA, WHICH IS TO BE RAZED

ern rapid handling million dollar Girard Point Elevator is now in complete order and doing its full quota of business, but solely for the reason that the extensive improvements in that section of the city contemplated by the municipal government, and the general arrangement with the transportation companies entering the city have made it necessary in the changing of tracks and building of new wharves, docks, and piers absolutely necessary for the ancient elevator to be eliminated.

Things in this city are usually regarded as not getting out of the old ideas, though the present "Quaker" business people are well up to the job on all new things. The old time grain firms look with considerable regret to the passing away of this grain elevator which, in its day, was one of the big things of this port. Fifty years ago or more is outside the lifetime of the average grain man, and when the ancient concern was inaugurated only two individuals still alive were present in the business. Those are Captain John O. Foering, the chief grain inspector of the Commercial Exchange, who has outlived the allotted time of the Psalmist, and is still looking after all inspection lines as lively and active as a Pennsylvania squirrel, and John S. Stairs, who was one of the original incorporators. When this

capable of holding from 3,600 to 4,000 bushels, and within there are 72 rectangular bins and 90 circular bins.

When this elevator was built and completed it was considered one of the wonders of the age, and Captain Foering was designated to distribute throughout the West 100 copies of pictures of the plant, on a large photographic card, but, of course, that is the part of ancient history. The grain trade here reveres the old institution and regrets that it will soon be recorded as a thing of the past.

It can easily handle at the present time 30 to 40 car loads of grain per day, but it must go, and that's the end of it.

The original officials of the warehousing company that worked this grain elevator were President S. Groves, Vice-President Samuel J. Christian, with Secretary and Treasurer John S. Stairs, and Superintendent John O. Foering, with Directors Conrad S. Grove, Henry C. Kennedy, John H. McChener, Samuel J. Christian, Charles H. Cummings, John S. Stairs and Francis C. Hill.

* * *

The Commercial Exchange finances for the period ending with January 1, 1915, will show a slight improvement on 1914 when they were practically

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150,000, thanks to the efficiency of E. H. Price, chairman of the Finance Committee, and Joseph W. Beatty, the watch dog of the Treasury Department.

* * *

Percy G. Lemont, well known in the hay, feed and flour trade, has sufficiently recovered from his accident on the golf links to be about the grain floor again.

* * *

The recent rapid advance of wheat and flour has stirred up the trade here very considerably. Short loaves of bread, higher prices and a mass meeting for future action is on the carpet, with \$10 per barrel for flour among the future possibilities.

* * *

The mission of A. Judson Stiles and William B. Dupuy of the Commercial Exchange as a special committee to get a more definite understanding as to the liability of grain brokers under the new United States Internal Revenue War Act, has cleared the atmosphere very distinctly on a very important question, the Treasury Department sending official information here "that the note or memorandum must establish a contractual relation between the broker or person acting as such, and the purchaser; that is, it must evidence a broker's con-

30-foot beam. The tower rises 84 feet above the water level. The craft can elevate, weigh, clean, and deliver 12,000 bushels of grain per hour. It is operated by a 100-horsepower engine.

* * *

W. M. McAdoo, the favorite son of the Secretary of the Treasury, hobnobbed with friends here on the grain floor recently, following his recovery from an operation for appendicitis at one of the city hospitals.

CINCINNATI
K. C. CRAIN - CORRESPONDENT

THE final session of the Cincinnati Chamber of Commerce for 1914, which took place on the floor of the Exchange on December 31, was not marked by the boisterous hilarity which has not marked by the boisterous hilarity which has been the traditional method of celebrating the close of the year's business, especially on the part of grain and hay men. In former years the revel has been accom-

plished program worthy of professionals. The new method of celebrating the year's end was unanimously voted to be much superior to the old, and the change will probably be made permanent. Henry M. Brouse was chairman of the entertainment committee.

The ability of W. R. McQuillan, president of the Grain and Hay Exchange, as an entertainer, in his own peculiar way, was given flattering recognition recently when he was made one of the speakers of the evening at the annual banquet of the Ohio Division of the Travelers' Protective Association, held at the Palace Hotel. His subject, "Truth," suggests of itself something of the nature of the remarks possible under it, and he fully justified the expectations of his friends among the traveling men.

* * *

W. H. Kramer, head of the well known Cincinnati grain and hay firm of W. H. Kramer & Co., was taken to the Bethesda Hospital recently, after a sudden attack of illness while on the floor of the Exchange, and it was found that a serious operation was necessary. Its possible consequences were such that Mr. Kramer's family was gathered at the hospital, but fortunately the grain man came through the ordeal with flying colors, and has since been doing well, with the practical certainty of a complete recovery. It will, of course, be some time before he is able to be back at his accustomed post in the Exchange and at his office, but that he will be back is now the good news which his friends have received.

* * *

That times are not by any means so hard among local members of the grain trade as they might be, was recently indicated by the purchase by Pat A. Mullin, a grain and feed merchant of 2537 Beekman Avenue, of a piece of desirable real estate in North Fairmount offered for sale by the trustee of a bankrupt contractor.

* * *

A claim of the Ferger Grain Company, amounting to \$4,434, is among those which were recently objected to by one of the creditors of the Dominion Coal Company, a bankrupt concern, as having been settled by a previous decree in the case, was disposed of by the action of the court in sustaining the objection. The company was allowed a claim of \$2,952 as a general creditor, however. The affairs of the Dominion Coal Company are in process of being wound up, but for the present no dividends will be paid to the unsecured creditors, of whom the grain company is one.

* * *

The breaking of an elevator cable at the plant of the Ferger Grain Company in December of last year is alleged by Thomas D. Jones as the cause of serious injuries, including the breaking of both ankles and injuries to his back and hips, in a suit filed by him against the company. Jones alleges that the elevator fell three floors with him, and asks damages of \$25,000.

* * *

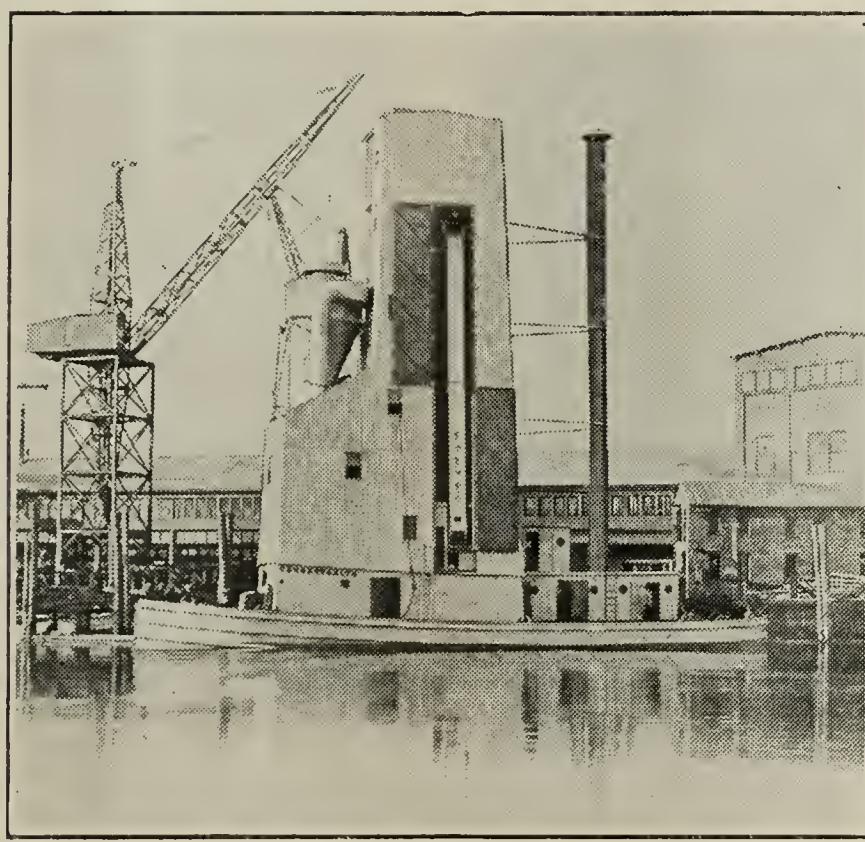
Poor health was the ground for the appointment of a receiver for the business of Henry Nilling, a small grain dealer, recently, on the suit of W. H. Kramer, who was a creditor in the amount of \$287.43. Nilling has been unable to attend to his business for some time, and his mother, Mrs. Emilie Nilling, was therefore appointed to take charge of it.

* * *

Henry Feldman, a grain dealer of Norwood, had an exciting chase not long ago after his horse and buggy, which were stolen by three young brigands while he was at lunch at his home during the noon hour. The vehicle had been left near the house, as usual, when the three boys came along and appropriated it. Mr. Feldman was informed of the theft by a neighbor, and with the assistance of a friend who happened to be passing in an automobile, gave chase, and finally captured the stolen rig and its appropriators, turning the latter over to the police.

* * *

F. J. Curran, of McQuillan & Co., one of the leading grain firms of the city, was one of the new Board of Directors of the Cincinnati Chamber of Commerce



Courtesy of the Philadelphia North American

NEW FLOATING GRAIN ELEVATOR "COMMONWEALTH" IN PHILADELPHIA HARBOR

tract executed or executory issued by the purchaser, and where a broker's note or memorandum is otherwise provided for at a different rate of tax, and therefore not subject to tax at ten cents, there is no requirement in the law that such a contract or note shall be issued, but if it is issued, it is taxable at ten cents." So that is at present the law of the land.

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Since the Moss standardization grain bill has passed the U. S. House of Representatives by an overwhelming majority the grain authorities here, anticipating a Senate confirmation, are in conference looking toward the licensing of their regular chief grain inspector.

* * *

Chief Grain Inspector White of New York City, one of the best known men in his lines throughout the United States, was in consultation with Chief Grain Inspector Captain John O. Foering of this port in relation to a cargo of grain booked from that city, and he paid a high compliment to the inspection department here by accepting the Philadelphia inspections.

* * *

The new floating grain elevator, *Commonwealth*, the largest in the Philadelphia Harbor, was put in operation last month. It is operated by the Philadelphia Harbor Transfer, is 100 feet long, with a

panied by the merriest kind of a "rough house," with throwing of samples of all kinds, to take the place of confetti, and general manifestations of high spirits at the year's end. This time, however, on the suggestion of the Board of Directors, the high time on the floor was eliminated, and the formal close of the last session was marked by an entire absence of anything in the nature of a celebration. But the grain men, who have always led in the high jinks of the last session, would not be cheated out of their good time, and substituted for the highly informal mix-up on the floor of the Exchange an even more enjoyable celebration of their own, in the shape of a banquet and entertainment at the Sinton Hotel, which was attended by over a hundred members of the Grain and Hay Exchange and their friends. President W. R. McQuillan presided as toastmaster, and although there were remarks by many of those present, there was nothing which could be called a speech, unless Mr. McQuillan himself could be said to be guilty of such a thing. He denied such an accusation, however, pointing out that he had never been known to make a speech, and that therefore anything he might say in his official capacity during the evening could not fairly be called by that name. Aside from an exceedingly fine dinner, the evening was featured by several entertainment numbers of high merit, music, dancing and singing by talented members of the trade furnishing a vaude-

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elected recently. Mr. Currus, who is one of the younger members of the trade, is highly popular not only among the grain men, but with the large membership of the Chamber, and his nomination to the Board assured his election.

* * *

The elevator plant of S. W. Cissna & Son, of Washington C. H., Ohio, was recently completely equipped with electric motors, taking the place of less modern motive power. Other new features which have been added for the purpose of improving the efficiency of the plant include a new sheller, a new cleaner, and minor improvements, not only bringing the plant up to date, but increasing its capacity materially. Mr. Cissna is probably the oldest grain dealer in Ohio, both in point of years and of service in the trade, having been in business for more than sixty years; but he is none the less keenly interested in improvements in the trade, and makes it a point to keep his plant up to the latest point of efficiency.

ST. LOUIS

R. O. JOHNSON - CORRESPONDENT

LIKE other domestic wheat markets of the country, St. Louis has had its second flurry on war conditions, and trade has been the most sensational since the big rise in prices last fall, which followed the declaration of war in Europe. May wheat, at the recent high point of \$1.38 $\frac{1}{2}$, showed an advance of 9 cents in a week; of nearly 20 cents in two weeks, and a rise of over 51 cents from the low point on the crop, scored last July. On many days the trade was so wild that it was almost impossible to follow transactions, and changes of a full cent either way in the market were as numerous almost as variations of an eight or a quarter in an ordinary market. Not until double margin calls were made, and reports were circulated that the Government might be asked to investigate the high price of wheat, considering that the visible supply in this country is about 10,000,000 bushels more than last year, when the price was in the 90s, while there is no apparent shortage of wheat in the country, was the advance checked. Talk that an embargo on shipments from America might result, if the present record-breaking export demands continue, also checked the rise, although how a farmer in a neutral country like the United States is to be stopped from selling his wheat to anybody he desires, and who has the price to buy it regardless of the quotation, is more than the trade can fathom.

The cash wheat market "rocketed" with futures, and many St. Louis houses did the largest business in their history. Top prices on the upturn of \$1.36 and \$1.37 for No. 2 soft red wheat were made on the same day wheat futures reached record levels.

* * *

The annual meeting of the St. Louis Grain Club will be held on January 26. Fred W. Seele, of Seele Brothers' Grain Company, Marshall Hall, of the W. L. Green Commission Company, and Henry Schulz, of Schulz Brothers' Feed Company, are mentioned as likely presidents of the organization for the year 1915. The nominating committee to await on the candidates is C. L. Wright, George W. Harsh, M. J. Mullally, H. A. Von Rump, H. F. Ketchum, E. C. Dreyer, G. A. Morton, A. G. Rogers, M. C. Bailey, W. J. Edwards, V. M. Jones, J. O. Ballard, Zeb Owens, J. M. Fuller and F. M. Vincent.

* * *

The annual report of the Merchants' Exchange for 1914, compiled by Secretary Eugene Smith, was issued to members January 5. The report showed the exchange to be in a prosperous condition.

The surplus at the end of the year was \$52,959, a gain of \$8,542 above last year, of which \$5,388 is credited to current account and \$47,570 to real estate. The current account showed a loss of \$8,989 against last year, accounted for by the reduction

of \$10 in annual dues. The revenues from the exchange building have been well maintained, showing a gain in surplus of \$17,532.

The property in general is in good condition and, the report states, that it can be maintained throughout the year without any material increase in operating expenses from that of the past year.

The membership in the exchange at the close of the year numbered 1,140, a loss of 36 members during the year. At the end of 1914 the annual dues were unpaid on 11 certificates, and the certificates were declared forfeited. During the year 20 certificates of deceased members were redeemed by the exchange. Two members were expelled; one member resigned, and their certificates were canceled. Two certificates of membership were redeemed and canceled, the members being placed on the honorary roll.

Dues to be paid by each member for 1915 are \$40, the same as for the previous 12 months. The transfer fee is \$25, the same as for the past several years.

* * *

Roger P. Annan, Jr., was chosen president on the St. Louis Merchants' Exchange at the annual election January 6. There was no opposition to Mr. Annan. Thomas K. Martin, of the Graham-Martin Grain Company, was named for first vice-president after a spirited contest with Walter H. Toberman. Mr.



Photo by Strauss.

ROGER P. ANNAN, JR.
President St. Louis Merchants' Exchange.

Toberman did not announce his candidacy for the office until the day before the election. Cary H. Bacon, St. Louis representative of the Armour Grain Company, Chicago, was elected second vice-president.

Mr. Annan, who is 36 years old, is the youngest president the exchange has ever had. He was born and raised in St. Louis and was educated in the public schools. He is in business with the Annan-Burg Commission Company, of which his father is the head. He lives in Webster Groves.

The directors named will be Marshall Hall, the retiring president, who becomes an honorary member of the board, William Louderman, Carl H. Langenberg, Martin Mullally and Harry E. Papin.

The Committee of Appeals will be W. J. Edwards, Alfred C. Carr, J. J. P. Langton, Samuel Plant, Adolph Cornell, Fred W. Langenberg, C. F. Beardsley, H. W. Daub, William T. Brooking, Louis A. Valier, J. Paul Berger, Louis F. Schultz.

The Committee on Arbitration will be W. C. Selle, Albert J. Rogers, J. Oran Allen, Horace F. Ketchum, John J. O'Rourke, Ludwig Hesse, August J. Barndige, J. C. Brockmeier, Henry Hunter, Wallace E. Stewart.

* * *

William F. Chamberlain, seed inspector of the St. Louis Merchants' Exchange for 26 years, died Sunday, January 3, at his home in Kirkwood, after an illness of three months. Mr. Chamberlain had been a member of the Merchants' Exchange for 32 years. He was 59 years old. Mr. Chamberlain is

survived by his widow, Mrs. Ida Thomas Chamberlain, and eight children. They are Mrs. A. W. J. Sands, Mrs. Henry E. Corbyn, Jr., William T. Chamberlain, Leslie H. Chamberlain, Guy F. Chamberlain, Frederick B. Chamberlain, Ruth A. Chamberlain and Edward Leroy Chamberlain.

* * *

Winter wheat is making seasonable progress in St. Louis territory, according to reports received by commission houses on the Merchants' Exchange. There has been an abundance of rain and snow in this section, and during the recent low temperature there was little if any complaint of winter killing. Unless the late season develops unusually cold weather, or excessive losses result from thawing and freezing, indications are that the crop will start the actual growing season in a fairly high condition, and on an average considerably in excess of last year.

When May wheat reached the high price of \$1.38 in St. Louis January 8, traders on the Merchants' Exchange had a good inning on the bull side, and took in large profits on wheat bought much lower.

* * *

The Ralston Purina Company, St. Louis, sprung a little surprise on the "boys" on the St. Louis Merchants' Exchange Christmas. The company presented nicely wrapped Xmas packages to many members, and they contained a necktie. The tie, however, was made of the checkered jute which the Ralston Company uses so extensively in sacks.

* * *

Allen Logan, well-known grain man of Kansas City, was in St. Louis recently. Mr. Logan says that business conditions in Kansas are steadily improving, and attributes the betterment to the record-breaking wheat crop the state raised last year.

* * *

Eugene Smith, secretary of the St. Louis Merchants' Exchange, was in Chicago recently, conferring with the secretary of the Chicago and other boards of trade, looking to an adjustment of war tax on grain contracts. Considerable difficulty has arisen in arriving at a basis of charges which will grant equal rights in all markets, but it is thought a satisfactory understanding with the Government shortly will be reached.

* * *

Members of the St. Louis Merchants' Exchange raised a Christmas fund of \$250 and sent toys, baskets of groceries and provisions and 25 tons of coal to 22 needy and destitute families. George Harsh, James D. Parrott and Carl Wright had charge of collecting the fund and distributing the baskets.

* * *

Export grain houses continue to do a good business on the St. Louis market, and well-known houses have all sent out large supplies of wheat. On the recent rise in the cash market there was considerable wheat taken here for shipment to Italy from Southern ports.

Trade in corn is broadening in the St. Louis market, and coarse grain handlers report more interest in the market than in some weeks past. The high price of wheat compared with corn is making many friends for the latter grain, especially as the country has experienced two short crops in succession, and should wheat continue to advance there may be an unusual call for corn to mix in with wheat feeds so as to lower costs of army supplies in Europe. Considerable corn has been sold for export from the St. Louis market.

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John L. Messmore, ex-president of the St. Louis Merchants' Exchange, recently was elected a director of the Rivers and Harbor Congress, at a meeting of the members in Washington, D. C.

* * *

Frank P. McClellan, who recently was suspended from the St. Louis Merchants' Exchange for one year, for transacting business while insolvent, has filed a voluntary petition in bankruptcy, individually and as a member of the firm of J. S. McClellan & Son. Mr. McClellan listed his liabilities at \$12,000 and assets at \$6,500. He claimed an exemption of

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\$3,300 because of a deed of trust on his home, in which his wife owns a half interest. He asked that the papers in the case be served on his father, J. S. McClellan, describing him as "the non-consenting member of the firm."

* * *

Harry Deems, of the well-known firm of John Studebaker, of Bluffton, Ind., was on the St. Louis Merchants' Exchange recently. Mr. Deems says conditions in his firm's territory are improving and expects them to continue to show betterment from now forward.

* * *

The Belgian relief fund of the St. Louis Merchants' Exchange totaled over \$1,500 and 1,000 barrels of flour, according to Secretary Eugene Smith.

* * *

Eighteen footballs were put into play at the annual New Year's "frolic" on the St. Louis Merchants' Exchange, but in fifteen minutes only three of them



THOMAS K. MARTIN
First Vice-President.

remained, and the fun was cut rather short. Wise messenger boys would get a ball under their coats and in the rushes through the doors would continue on down the stairs. The fun was rather furious while it lasted and Nat L. Moffitt, of Hubbard & Moffitt, was thrown and so badly bruised that he was confined to his home for two days. Carl Langerberg, Edwin Stanard, William Klosterman, Carl Wright, William T. Rook and George Harsh led the football rushes. A barrel of confetti and several hundred "streamers" gave color to the trading hall.

* * *

St. Louis grain men are interested in a bill that will be introduced in the Missouri Legislature by Charles U. Becker, which plans to prevent future grain trading. Becker declares that the farmers of the state of Missouri are losers by gambling in grain futures. He asserts the market is boosted to start shipments, but is often lowered by manipulators before the grain reaches destination, and that the seller then has to take what price he can get. If the matter cannot be reached by state legislation Becker favors adopting a resolution by the legislature petitioning Congress to enact a law prohibiting grain gambling.

* * *

The St. Louis Merchants' Exchange will oppose any movement to abolish the Weighing Bureau, following a decision of State Attorney-General Barker, holding that it is illegal and must cease making any charge for the service. The ruling similarly affects the Weighing Bureau maintained by the Kansas City Board of Trade. Roger Annan, president, and John Dower, supervisor of weighing

on the Merchants' Exchange, declare that the bureau, established in 1901, was at the behest of the grain shippers of Missouri and Iowa. Mr. Dower issued the following statement:

"The shippers want their grain weighed under the supervision of the exchange," Mr. Dower said, "and there have been no complaints about the extra charge from the shippers themselves, that we have heard of. The right of the bureau to supervise the weighing of grain has never been questioned heretofore.

"We have about 45 men employed in the bureau at present, almost half of whom are assigned to elevators in East St. Louis, Alton and Mount Carmel, Ill. The shippers will never be satisfied to rely on state supervision of the weighing, exclusively, but the movement is founded upon a desire of politicians to make more jobs for their constituents.

"The work of the present state supervisors of weighing is perfunctory and not accepted as official by the shippers."

* * *

George M. Deibel, who has been in the automobile supply business for several years, now is associated with the Anchor Hay & Grain Company, of which his father, Fred Deibel, is president.

* * *

A St. Louis branch of the Bureau of Foreign and Domestic Commerce, of the Department of Commerce, has been opened in St. Louis on the fourth floor of the Third National Bank Building. Information on trade opportunities in foreign countries will be furnished gratis to all who apply, and manufacturers and wholesale and retail distributors will be put in touch with each other. George W. Doonan is in charge of the office. There are eight other offices of the Bureau, of which Dr. C. E. Pratt is chief agent.

* * *

The second Foreign Trade Convention will be held in St. Louis January 22 and 23. The entire third floor of the Planters Hotel has been reserved for the occasion. A large attendance at the convention is expected.

past week, and there is at present less than 400,000 bushels remaining in the elevators at the Head of the Lakes. The Peavey Elevator has shipped out nearly 100,000 bushels during the last three days, and 80,000 bushels was loaded out today from Elevator S of the Great Northern's system.

* * *

The sharp upturn in flaxseed during the past month, amounting to 28½ cents, has surprised traders. The quotation in the cash seed was \$1.75½, as compared with \$1.49½ thirty days ago, and in the opinion of many dealers the end is by no means in sight yet. Recent developments in the Argentine situation, in that imports from that country have been rendered practically prohibitory through the scarcity of steamers for the Argentine trade and the big jump in freight rates, precipitated the bulge. Crushers have found that they overstayed their market and they are now obliged to do some climbing in picking up seed to cover their oil contracts. So many traders have had their fingers burned in the flaxseed market during the present crop year that speculatively it has been left very much alone until recently, when a few have trailed in on the upturn. On July 27 last, cash flax struck a high point of \$1.87½ on expectations of a large shortage through the cutting down of production by drought in the Northwest and Canada. Then with the outbreak of the war its course was steadily downward, till a drop of 54 cents was shown in the low mark recorded at \$1.33½ on Oct. 23. The turn in the tide then came, and with crushers buying steadily, a betterment of 41½ cents has come about.

Stocks of the seed in store here are now down to around 175,000 bushels, and at the present rate of outgo they will be depleted in a short time. Shipments to Chicago and Eastern points during the past week amounted to 95,000 bushels.

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There has been a steady call for rye on this market all along this season, and its present quotation at \$1.10, a new high point, was set comparing with 57 cents last July. Nearly 100,000 bushels of rye was shipped out all-rail from the elevators here this week, and the bins are now practically empty, remaining stocks being only 13,000 bushels.

* * *

The market in oats has been comparatively lifeless since its bulge early in the fall, but better buying has developed in them lately, their figure today at 50½ cents showing a gain of 5½ cents in the past month. Stocks of oats in the local elevators are now 1,680,000 bushels and there is besides 350,000 bushels afloat in the harbor that was loaded out from the Itasca Elevators yesterday. This is the only grain now afloat here, and it is thought unlikely that there will be any demand for vessel storage space between now and the Spring in view of the present light tonnage in the house, and the small stores remaining in interior elevators and on the farms over the Northwest.

Officers of the Duluth Board of Trade for the ensuing year were practically all elected by acclamation at a caucus held today. W. C. Mitchell was nominated to the presidency to succeed W. J. McCabe, whose term of office had expired. M. L. Jenks was nominated for vice-president. M. L. Jenks and Julius H. Barnes were renominated as directors, and Chas. F. Haley was the new nominee on the Board to take the place of M. L. Jenks.

Other nominations were: Board of Arbitration, G. G. Barnum, W. S. Moore, and William Gretum; Board of Appeal, Thomas Gibson, F. E. Lindahl and H. S. Newell; Committee on Inspection, J. F. McCarthy, J. T. Pugh, A. M. Paine, C. F. Haley and H. A. Starkey. The annual election of the Board will take place on January 20.

* * *

James S. Graves, manager of the Capitol Elevator Company, who was recently operated upon for appendicitis, is in the convalescent stage. E. H. Pugh, manager of the North Dakota Grain Company, is another appendicitis victim who is getting around nicely. John T. Pugh, assistant manager of the Van Dusen-Harrington Company, who has been on the sick list for some time, was able to be out this week.

DULUTH
S. J. SCHULTE - CORRESPONDENT

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INDIANAPOLIS

F. J. MILLER - CORRESPONDENT

GRAIN movements on the Indianapolis market have gained considerable strength in the last ten days. The month of December was very weak, but last week's Board of Trade statement shows a great improvement. Inspection by the Board for six days were: Wheat, 16,000 bushels; corn, 838,000 bushels; oats, 62,000 bushels; rye, 1,000 bushels. "It looks like old times," said Secretary Howard, when he exhibited the report.

There has been considerable comment on the market here over the statement of Charles J. Brand, chief of the Federal Bureau of Markets, at Washington, that most of the wheat crop has already passed out of the hands of the farmers to elevator and grain men, and that therefore the farmer will not get the benefit of the high prices the grain is now bringing. One of the leading grain men here, when asked to comment on the situation, said that he did not believe Indiana farmers had sold more than 30 to 40 per cent of their wheat before December 1, when the dollar mark was reached. From 60 to 70 per cent, then, would receive from \$1 to \$1.34, or whatever price wheat reaches.

"I think this is all bunk," the same man said, speaking of Mr. Brand's opinion that smaller loaves of bread or a higher price per loaf would result. "The baker is now paying about \$6 a barrel for his flour. This makes 196 pounds of flour, to which will be added, say, 100 pounds of water before baking. That gives 296 pounds of dough, or 296 loaves of bread. These, sold by the baker at 3½ cents a loaf will bring a gross return of \$10.36. The baker can certainly pay all expenses and have a good margin of profit left."

The Bassett Grain Company, for a long time one of the prominent firms in Indiana, has closed out its business. Edward W. Bassett, the principal of the company, decided to retire from the grain business, so took this step before taking up his present work in the advertising field.

Frank A. Witt, grain dealer, has moved his office from 603-4 Board of Trade Building to 616 in the same building.

Paul Van Leunen & Co., one of the largest grain firms of Cincinnati, will move to Indianapolis about February 1, believing that this is a better center for its operation. The firm will occupy quarters in room 604, Board of Trade Building.

Two grain men are members of the Indiana legislature, which began its biennial session here January 7. Harry Davis of the Kirkpatrick Grain Company of Kirkpatrick is a hold-over senator, and J. J. Overmeyer of Kautz is a new member of the house. So far no bills directly affecting the elevator or grain trade have been introduced, but there is talk of several measures which will probably be brought forth during the sixty days' session.

In accordance with the action taken by the governing committee of the Board of Trade, a trading room will be established on the seventh floor of the Board of Trade Building. This innovation in this city will be for the convenience of the grain, hay, flour and feed trade and marks a distinct step of progression for the trade of this city and state. There was a similar room in the old Board of Trade Building, but it was discontinued twenty years ago. Only members of the board will have the privilege of the room. The room will be open for business each business day from 11 a. m. to 2 p. m. Samples of all inbound grain inspected for members of the board, with the exception of afternoon inspections, samples of which may be delivered to consignees as soon as made, will be placed on the tables in the

trading room at 11 a. m., or as soon as possible thereafter. At 1 p. m. an auctioneer, appointed by the chairman of the grain committee to serve one month, will sell at auction to the highest bidder any cars of grain or hay offered. The hay and grain sold in the trading room will be that inspected by the board inspectors on the tracks or in the elevators in the city. The use of this room will greatly facilitate the handling of grain and hay, as the business has grown so large that it is difficult to handle it in the city without a more complete system than the one that has been in vogue.

The governing committee of the Board of Trade has declared a dividend of 1½ per cent on all outstanding common stock of the Board and an amount sufficient to credit each member with \$2 has been passed to the mortuary fund.

Donald C. Brafford, Percy G. Brafford, Henry R. Danner, Charles M. Minesinger, Andrew J. Taylor, M. R. Maney, William Maibucher, W. G. Witt and H. P. Hughes have been elected to membership in the Board of Trade. Mr. Hughes represents the Union Starch & Refining Company of Edinburgh, Ind. It is expected that a number of other out-of-town firms will join the Board, now that the trading floor plans have been perfected and announced.

Fire destroyed the Starr Brothers' grain elevator at Winamac, causing a loss of \$20,000, half covered by insurance. The elevator contained 12,000 bushels of grain, 8,000 bushels of which was wheat. Starr Brothers own another elevator at Winamac, which recently closed, has now been reopened.

The Connell-Anderson Grain Company of Milton has been incorporated with a capital stock of \$24,000, to operate grain elevators. The directors are T. J. Connell, A. Anderson and W. H. Kelley.

Uhl's mill and elevator at Logansport was destroyed by fire, thought to have been of incendiary origin, as there was no fire of any kind in any of the buildings. Insurance covers less than half of the \$75,000 loss. The mill had been idle for a time and recently a great part of the insurance was cancelled. A carload of grain, ready for shipment, was destroyed. Traffic on the Panhandle road was delayed for several hours. The mill was built in 1859.

A movement is on foot to secure grain elevators at Collins, Ind., where trade conditions are thought to demand this action.

One of the most modern elevators in the middle west, the Hawkins plant, recently completed at Fowler, has begun operations under the direction of W. W. Evans. All of the machinery is operated by electricity. The elevator's capacity is 70,000 bushels. More than 10,000 pounds of nails and 250,000 feet of lumber were used in the construction of the building, which is the tallest in the town.

Isaac Carter, an attorney of Shelbyville, has announced his intention of awarding prizes to the farmers of Shelby County who next season raise the best crops of corn. Mr. Carter says he believes the farmers of that region should raise 100 bushels to the acre. To the person growing the largest number of bushels on ten acres he will give \$25; to the man growing the most corn on ten acres with the least expense, \$15; and to the person growing the best ear in ten acres, \$5.

F. L. Sullivan, traffic manager of the American Hominy Company, is one of the new directors of the Indianapolis Transportation Club. About one hundred railroad men and representatives of shippers attended the first meeting of the season, when the importance of the milling interests was recognized by Mr. Sullivan's election.

The collapse of part of the third floor of the Keystone Warehouse, 121-125 South East Street, caused a small loss to Charles Ferger's flour warehouse on

the first floor. Part of his stock was carried down by the falling floors, the section from the third floor falling through to the basement.

The Nading Mill & Grain Company, Shelbyville, Ind., has changed its name to the William Nading Grain Company.

BUFFALO

ELMER M. HILL CORRESPONDENT

GRAIN men in Buffalo were greatly interested in January by the announcement of the merger of four big elevator and grain firms into one great corporation with a capital stock of \$1,000,000. Nisbet Grammer, one of the best known grain men in this part of the country, is president of the company which is known as the Eastern Grain, Mill & Elevator Corporation.

The four companies that go to make up the new corporation are the Eastern Grain Company, the Iron Elevator & Transfer Company, the Eastern Milling Company and the Eastern Grain, Mill & Elevator Corporation. The capital stock of the first three named firms was \$100,000 each, while the capital stock of the latter was \$340,000.

Other members of the board of directors of the firm are John J. Rammacher, George J. Grammer, Norman P. Clement and Franklin J. Mauser. The offices of the new company are at 602 Marine Bank Building. The firm owns the Eastern Grain Elevator on the Blackwell Canal, one of the largest and most modern elevators with lake and rail connections at this end of the chain of lakes.

The merger of the four companies was effected to secure greater efficiency in the conduct of the increasing business of the separate firms. The directors of the new firm were all interested in the affairs of the independent firms, so there will be no change in ownership.

Plans are being made by the new company for the construction of a new 1,000,000-bushel grain elevator on the Buffalo River. Property has already been bought by the company from the New York Central Railroad Company and plans and specifications are being prepared. This will be the second new structure to be erected along the deepened channel of the Buffalo River. The first was the Superior Elevator of the Husted Milling Company at the foot of Katherine Street.

Junius S. Smith, who for nearly 45 years has been lake weighmaster at the part of Buffalo, handling tens of millions of bushels of grain annually, has resigned his position. Mr. Smith was appointed by the original Board of Trade in 1870 and has opened his office on the old Central Wharf, just east of the foot of Main Street. Mr. Smith is 84 years old and has been active up until the time of his retirement. The office is now under the direction of the Buffalo Corn Exchange. Mr. Smith is well-known to all the grain men of Buffalo and his personal friends include grain men and ship masters at every port along the Great Lakes. The successor of Mr. Smith has not been named but it will probably be his assistant.

Testimony was taken last month before the Interstate Commerce Commission in the complaint of the Buffalo Chamber of Commerce and Corn Exchange against the trunk line railroads operating east of the seaboard from Chicago, charging discriminations against the port of Buffalo. George E. Pierce of the Electric Grain Elevator, chairman of the Transportation Committee of the Chamber and the Corn Exchange; Frank E. Williamson, traffic commissioner of the Chamber and several prominent grain men and representatives of elevating and milling interests, went to Washington in reference to the case.

"Buffalo is after a re-adjustment of the re-shipment rates on grain east of Buffalo," said Mr.

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Pierce. "First, because Buffalo is a primary point for all grain originating in Ohio and, second, because Buffalo is a break-rate point on 90 per cent of its business and I contend it should be so on the remaining ten per cent. If the rate did break at Buffalo the commission has been advised that the railroads would save a large expense on placing transit grain. We are also asking for an adjustment of the ex-lake grain rates east of Buffalo, which have been advanced 100 per cent within the last ten years.

"This latter operation has driven about 75,000,000 bushels of grain a year from the lakes to the all-rail route in the moving of grain from Chicago to the seaboard. The present ex-lake rates from Buffalo are at variance with the aims of the Government, which has expended upwards of \$200,000,000 on the lakes for connecting channels, harbor work, and other undertakings deemed necessary to aid the navigation of the inland seas.

"Buffalo should be the logical distributing point for grain going to New York City, Philadelphia and Baltimore. The present rates are to the advantage of Chicago and to the detriment of Buffalo."

* * *

With the removal of the buoys and other aids to navigation, the 1914 season of navigation on the Great Lakes has been brought to a close. Statistics compiled by the marine department of the United States customs at the port of Buffalo relative to the grain trade show a decided slump in this traffic during the past season.

Receipts of all kinds of grains at Buffalo elevators during the season were the smallest in several years. Statistics show that 144,108,235 bushels of grain were received as against 172,138,722 bushels for the corresponding period of 1913. This is also a decrease from two years ago. Wheat receipts were more than 100,000,000 bushels; corn 14,000,000; oats 12,000,000; barley 13,000,000; rye 4,000,000.

A decrease of more than 300,000 barrels of flour is shown in the customs receipts, the record for the season being 9,100,752 barrels. Receipts of grain from Canadian ports show that \$925,253 was collected as duty from more than 4,500,000 bushels of flax, imported from Canadian ports during the season, an increase over the preceding year. Barley and wheat imported from Canada show decreases. Canadian hay receipts for domestic consumption were slightly larger in 1914 than during the preceding twelve months. Figures show total receipts of 820 tons, valued at \$10,094, as compared with 29,000 tons imported from Canada for domestic use in 1912.

Traffic over the Erie Canal in grain between Buffalo and seaboard ports was the smallest in years.

* * *

Lying under the Buffalo breakwater is one of the largest fleets of steel grain carriers that have been in ordinary use at this port in many years. More than four score vessels carrying winter storage cargoes totaling many million bushels of grain are awaiting space at elevators along Buffalo River and City Ship Canal. Officials of the Western Elevating Association who have records of grain in elevator storage say that much of the grain now being held in bins will be shipped by rail before the middle of next month.

Indications point to the fact that a number of big carriers will still be holding grain cargoes when the buoys and other aids to navigation are placed in lower Lake Erie for the opening of navigation this Spring. Vessel owners are not receiving as high a storage rate for their ships this winter as in former years, but rather than lay idle all winter ship owners have accepted from 2 to 3 and 3½ cents a bushel.

* * *

At a conference of vessel owners and grain shippers in Detroit on January 6, which was attended by representatives of the Buffalo Corn Exchange, an agreement was reached which, it is expected, will prevent disputes during the navigation season of 1915 over shortages in grain cargoes. The conference represented the Lake Carriers' Association, Dominion Marine Association, the Lake Lines Association and representatives of vessel and grain interests at almost every Great Lakes port. The

proposal is that the vessel owners will allow for shortage on grain cargoes next season of one-quarter bushel per 1,000 bushels of cargo, thus affixing the liability of the carrier at a definite quantity. No grain will be carried by any vessel in either association named unless this shortage rule is a part of the charter. Shippers hereafter will settle with the vessel owners for the exact quantity of cargo stated in the bill of lading less the allowance of one-quarter bushel per thousand bushels of shortage. It is understood that the vessel owners will give the grain shippers substantially a waiver claim for overage of cargo. Some new ruling is made necessary by the constant disputes over shortage.

* * *

Arthur W. Stroebel of Milwaukee, a real estate expert and judge of marine properties, testifying before the appraisal commission named to determine the value of the islands upon which stands the old Richmond Elevator off the foot of Main Street, declared the structure is worth more than \$66,650, despite the fact that it is more than forty years old and has not been in use for many years. As the claimed value on the land is \$450,000, the amount that the city of Buffalo would have to pay for the islands would exceed a half a million dollars. The estimated cost of dredging the islands to a depth of 23 feet for a channel has been placed at \$200,000. The city wants the property for a large turning basin for the big grain carriers in the inner harbor.

* * *

More than twenty acres of land has been bought from the New York Central Lines by the Eastern Elevator & Grain Corporation at the Buffalo River and the New York Central Railway Bridge for a grain storage yards. Tracks will be laid and will be used as a storage yards for eastbound cars to seaboard and other points.

* * *

Grain men, members of the Buffalo Chamber of Commerce, are taking much interest in the forthcoming election of officers of the chamber. There are but few contests, H. A. Meldrum, for the last two years president of the Chamber, is the candidate for re-election without opposition. The contests are mostly for places on the Board of Directors.

* * *

CHICAGO STAFF CORRESPONDENCE

THE Armour Grain Company recently estimated the exportable surplus of Argentina's wheat at 104,000,000 bushels. The exportable surplus of oats, according to an estimate of Broomhall's agent, is 49,000,000 bushels.

* * *

L. H. Ash, generally known as Homer Ash, corn pit trader for the past forty years, celebrated his sixty-fifth birthday recently. Sixty-five American beauty roses were presented to him by friends. W. H. Salse made the presentation.

* * *

As in former years, the annual dues on the Board of Trade at \$75, payable semi-annually. One membership brought \$2,425, an advance of \$125 over the last previous sale, the buyer to pay dues. This is an advance of \$425 in three months.

* * *

Bartlett-Frazier Company received a direct cable from Argentina stating that the new wheat crop is very fine and shows extra superior quality. It is also stated that the export surplus is estimated at 130,000,000 bushels.

* * *

The Chicago grain shippers are holding out against accepting the shortage clause advocated by the Lake Carriers and other marine associations and rather than do business on that basis they seem satisfied to pay an advance in rates. Such was the case when the steamer *Harvester* was placed in the

latter part of December to hold a cargo of corn at South Chicago for spring delivery at Buffalo at two cents. That is the best rate that has been paid in the Lake Michigan trade.

* * *

Secretary Merrill reports thirteen new members added to the Board of Trade during the last month.

* * *

A. O. Slaughter & Co. are now represented in the wheat pit by Horace Wing.

* * *

The Belgian relief committee and the Rockefeller Foundation's purchase of cash wheat during thirty days up until January 4 aggregate over 7,000,000 bushels, for which over \$8,000,000 was paid out.

* * *

On the last day of the old year Robert Fowler Cummings, member of the Chicago Board of Trade, died suddenly at his home, while making preparations for a New Year celebration.

Mr. Cummings was born near Worcester, Mass., in 1848, coming to Illinois with his parents when he



THE LATE R. F. CUMMINGS

was five years old. He received his education in the public schools at Wenona and the Lake Forest Academy and immediately on his graduation entered into the grain, lumber and merchandise business with his father at Clifton, Ill. Through good business methods his business rapidly increased and he soon owned and operated a score of grain elevators. At each grain office a retail coal and farm implement business was carried on. He afterward became active on the Chicago Board of Trade and figured prominently in some of the big deals of a few years ago.

* * *

Finley Barrell, who has been confined to his home in Lake Forest for some time, has returned to his office.

* * *

The Rockefeller foundation bought 6,000,000 bushels of wheat in the Chicago market during December for the aid of the inhabitants of Belgium. The grain will be milled in Belgium in order to give employment and to provide the bran and chaff for the live stock feed.

* * *

John F. Mackenzie and Winfield Scott Day, both well known and experienced members of the Board of Trade, have formed a partnership to be styled Mackenzie & Day. They opened their office the first of January.

* * *

Beginning on January 8, 1915, the time for indemnity trading on the Board was lengthened thirty minutes, making it from 1:30 to 2:30 except on Saturdays, when it will be 12:15 to 1 p. m.

* * *

A rumor that a resolution would be introduced into Congress to prohibit exports of wheat was circulated about the Board of Trade one day last week. Only once in history have exports of foodstuffs been prohibited from the United States—during the war of 1812.

CROP IMPROVEMENT

THE AGENCIES AT WORK

The most striking lesson which has been learned through all the efforts of the various agencies which are working toward crop improvement is the value of co-operation. No one agency, no man or set of men in any community, can get the full results from the possibilities at hand. Only through full and ungrudging co-operation can the fullest benefits to the community be realized. This lesson is of the greatest benefit to the grain dealers who are interested, for their own profit, in the subject, for the work which is necessary to accomplish real results is tremendous, and if any one person attempts to contemplate it from his individual standpoint alone it is apt to be staggering in its immensity. The very size of the thing is discouraging, and many men in the trade have hesitated to make a start for this reason.

Where the most efficient results have been attained, the leaders in the movement have made but little attempt to improve crops. They have spent their time and energy in organizing the collective forces of the county or township into a solid unit for this unified object, and the cumulative force which has resulted has been so great that the work is done without any individual feeling an untoward burden. Conservative is the enemy which has to be overcome—"grandfather's way" is the stumbling block which must be removed. If grandfather were here now trying to farm in the old methods he would starve to death. Because he was successful is no reason that his methods were the best. The little wooden sloops which Drake led out from the English shores to destroy the great fleet of Spanish galleons was well enough in the days of Good Queen Bess, but they would hardly measure up to efficiency standards in repelling the present German fleet.

Next to the primitive force which turns the well-known world on its axis, the greatest display of energy which we know of is that required to overcome the inertia of habit. Gibraltar is not more firmly planted than are the old methods of agricultural practice in the minds of many of the farmers of today. They must be weaned from the old to feed upon the new scientific knowledge which the

last half century has produced. And to this end the Crop Improvement Committee of the Council of Grain Exchanges, the Federal Government, state bureaus, agricultural schools and many other organizations are bending their efforts.

At the meeting of the Council of Grain Exchanges in Chicago, beginning January 19, one of the principal addresses will be given by Prof. E. C. Johnson, state leader and superintendent of extension, Manhattan, Kan. Of the work in Kansas Professor Johnson writes: "All divisions of the Experiment Station, the Agricultural College and the Extension Division are organized simply for efficiency in organization; outside, in the state, we present a solid front, every one working in co-operation, all divisions helping each other."

What this effort has meant to Kansas can be gathered from his further statement: "In this state the state leader is the superintendent of the farmers' institute organizations. These organizations are local associations with definite constitutions and by-laws, membership fees, officers and committees. In some cases crop improvement committees are found in these institute organizations. The organizations are formed of both farmers and townspeople, and the townspeople are always urged to co-operate in the work. We have four hundred forty such organizations in this state at the present time and the greater percentage of them is very active."

Here, then, is a definite place on the rope where the grain men can get a hold and exert their strength in the long pull. Every community should have an organization of some kind, and the progressive grain men are behind the movement. In fact the time is coming when the sheep and the goats in the country stations will be divided on this basis, and the "goats" will be the victims of their own indolence or ultra-conservatism.

Upon organization work few higher authorities can be cited than Professor Johnson, so that we will quote him once more in giving point to the illustration which appears at the bottom of this page. "Many farm bureaus," said he in a recent article in the *County Agent*, "are emphasizing their educational work through schools and boys' and girls' contests and clubs. This is a very valuable phase

of the agricultural demonstration movement." It is certain that the Crop Improvement Committee thinks so, and the results have justified their highest hopes. For the last three years seed testing outfits have been distributed to as many rural schools as could be reached, and not only have the children entered into the work with awakened interest and enthusiasm, but there is also a practical side to the question which is significant.

The plan is to have each child in the school have a farmer partner, a father, brother or neighbor who will give five ears of corn to test for germination strength. When a farmer plants an ear of corn which is dead, the process of replanting just that one ear is from \$3.50 to \$4. This has been ascertained through careful figuring of costs, so it is rarely that a man can be found who will not be glad to make sure that his seed corn is of the proper germinating strength. The work in the schools is done as is described in the poster. Every figure in the illustration is lettered and the work that each performs is described under the corresponding letters of the text. In actual practice each child does all the work on each set of ears of corn, but the whole process is thus brought graphically into prominence. Any boy or girl who shows his farmer partner that he is really capable of making the required tests can work up a profitable business by testing corn ears at a cent apiece. Here are pennies for the kids, and it certainly is a good investment for the farmer to thus cheaply make sure that his seed is right. The individual farm improvement is thus helped along by the children. Community seed improvement is managed in Kansas, as described by Professor Johnson:

"In regard to the organization of the grain breeding committees I will say that in each one of the farm bureaus that we have organized we ultimately hope to have a very active committee to look after the grain interests. We hope to have several of these also in the districts where we have district agricultural agents. At the present time the best work that has been done by our farm bureaus in promoting the use of good seed has been through the seed lists carefully prepared by the county agent and the officers of the farm bureau. The agent in his travels over the county or district locates as many of the best grain fields as possible, makes note of them, urges the selection of seed from them and then takes pains to inform other members of the bureau and others in the county where such seed can be obtained. This work already has resulted in much good, both in the counties where county agents are located and in the districts of western Kansas where district agricultural agents are at work."

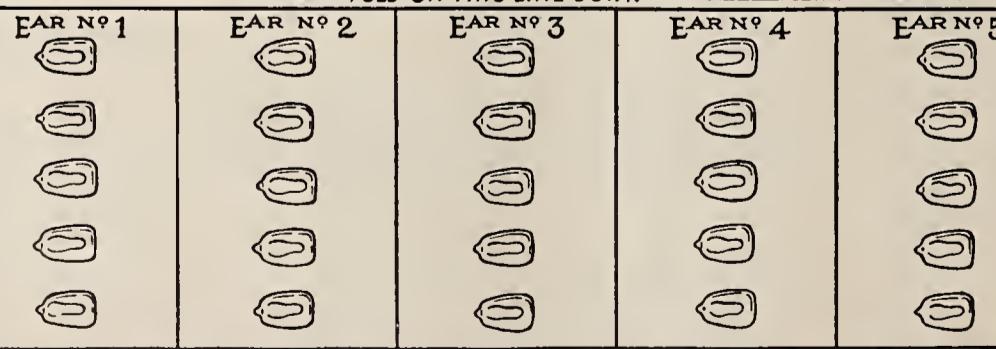


HOW TO TEST SEED CORN

- A Teacher sends each pupil to a different farmer to get five ears to test. Name of pupil and name of farmer put on tag, and ears numbered from 1 to 5.
- B Tie up corn in binding twine to demonstrate the proper method of hanging up seed corn at home—butts and tips reversed alternately.
- C Turn Rag Doll face down and write name and date on back at the right-hand end with blue pencil.
- D Wet Rag Doll sod wring water out.
- E Remove 5 kernels from each ear at different parts of ear. Be careful not to injure germ with knife.
- F After plodding five kernels from each ear as per diagram, fold the cloth from the bottom and top over corn as indicated.

BOYS AND GIRLS! Here's a chance for you to make some money. It costs a farmer \$3.50 to \$4 to plant an ear which will not grow. If he has every ear tested he ought to sell it as guaranteed to grow at \$4 to \$5 per bushel.

Price of Rag Doll Junior Corn Testers
Size 9x18 inches for testing five ears of corn, sample, 2c stamp. Five hundred or more with "sd" in this box, 1c each, f. o. b. Chicago.



HOW TO READ THE TEST

RAG DOLL JUNIOR SEED CORN TESTER

HOW TO TEST SEED CORN

(Continued)

- G Begin rolling from left-hand end, being careful to roll up each row of 5 kernels without mixing.
- H Wrap up a number of tests in a towel or cloth, putting in a strip of cloth about 18 or 22 inches long to act as a wick, as shown.
- I Thoroughly wet entire roll. Fill a glass with water and put wick in the glass like a lamp. Don't let it dry out or freeze.
- J After seven days count each test. Write two certificates (one for the farmer-partner and one for the teacher), so many strong, so many weak, and so many dead or moldy.
- K Roll up your test in your handkerchief and take it home and show the results to your farmer-partner.

After you have proven to your partner that you know how to test seed corn, make a bargain with him to test it all at one cent per ear.

If you want to go into the seed testing business, we will tell you how to go at it on a larger scale.

Crop Improvement Committee
Council of Grain Exchanges
64-65 BOARD OF TRADE
CHICAGO, ILL.

January 15, 1915.

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ELEVATOR AND
GRAIN NEWS



ILLINOIS

A new Farmers' Elevator has been completed at Philadelphia, Ill.

A new elevator may be erected at Havana, Ill., by J. A. McCreery of Mason City.

The Emden Elevator at Emden, Ill., has been purchased by M. Hellman and Chas. Miller.

It is stated that an elevator will be erected at Ollivet, Ill., by the Blg Four Railway Company.

A. F. Jeanblanc has taken over the interests of his partner in the King Grain Company at Amboy, Ill.

The annual meeting of the stockholders of the Ludlow Elevator Company, Ludlow, Ill., was held on January 11.

C. A. Wylie will build an elevator at Kewanee, Ill., adjoining his new hay and feed storage house recently completed.

The Minonk Farmers' Elevator & Supply Company of Minonk, Ill., has increased its capital stock from \$13,000 to \$25,000.

The Farmers' Grain & Coal Company of Flanagan, Ill., has constructed a new roof on its house and installed a new automatic scale.

At the annual meeting of the Danforth Farmers' Elevator Company, Danforth, Ill., a dividend of five dollars per share was declared.

E. E. Esson has purchased the elevator of Wm. Brandt & Co., at Peotone, Ill., which was sold at public auction on December 14.

A warehouse is in process of construction at Chatham, Ill., for the Farmers' Elevator Company, to be used as a feed mixing plant.

The Oneida Grain Company, of Oneida, Ill., has overhauled its elevator and installed an electric motor, also larger cups, belts and pulleys.

H. F. Stellwagen recently retired from the grain business at Frankfort, Ill., and has been succeeded by the Frankfort-Spencer Grain Company.

Pierce & Hamilton have sold their elevator at Gifford, Ill., to the Gifford Elevator Company, a new company organized with John Schluter, president.

The old elevator at Smithfield, Ill., for many years a landmark in that district, has been razed and the material will be utilized in the building of an icehouse.

The Coleta Grain & Lumber Company, Coleta, Ill., has been incorporated with a capital stock of \$5,000. The incorporators are Ray Raardon, Hugh F. Brown and J. C. Crow.

Farmers and business men of Matteson, Ill., are preparing to organize an elevator company and it is said that the organization will take over the Stege Elevator at that place.

The Burrell Engineering & Construction Company of Chicago has practically completed the new 25,000-bushel addition to the house of the Farmers' Elevator Company at Greenview, Ill.

The Danner & Markwardt Company has been incorporated at Dundee, Ill., to deal in grain, hay, feed, etc. The incorporators are Leo A. Danner, William Markwardt and George Danner.

Incorporation papers have been filed by Price's Elevator Company of Griffin (mail to New Windsor), Ill. The capital stock is \$10,000 and the incorporators are J. H. Price, C. N. Garrett and J. W. Fisher.

Work will soon begin on the construction of the new 3,000,000-bushel elevator for the Armour Grain Company, Chicago, which will be erected at a cost of \$2,000,000. The house is to be of steel and concrete construction.

The Lenore Elevator Company, Lenore, Ill., a recently organized company of farmers, has purchased the Neola warehouse and coal bins at that place for \$7,000. Operations will begin this month with Henry Linder in charge of the house.

Articles of incorporation were recently filed by the Alert Grain & Stock Yards Company of Alert (Oneida p. o.), Ill., capitalized at \$1,500. The incorporators are Wm. D. Cook, Henry E. Nelson, Will C. Olson, Wm. J. Seiboldt and Charles Peterson.

The annual stockholders meeting of the Penrose Elevator Company, Penrose (R. F. D. Sterling), Ill., was held at its office at Welland (R. F. D. from Mendota), Ill., recently, when a dividend of six per cent was declared and the following directors elected: George Schlesinger, George Biass, John

Stein, Conrad Schlesinger, Paul Walter, Geo. Yost and John Heiman.

The Beall Improvements Company of Decatur, Ill., manufacturers of grain cleaners and separators, recently delivered a large Beall Separator of 3,000 bushels' hourly capacity to the Montelius Grain Company, of Piper City, Ill., for its new elevator.

The Gold Township Elevator Company, of Sheffield, Ill., has been incorporated with a capital stock of \$2,800. The Incorporators are F. G. Boyden, Herman Gray, M. Roe and A. E. DeMange. The latter is the company's correspondent and his address, 601-6 Livingstone Building, Bloomington, Ill.

The annual meeting of the Pekin Farmers' Grain Company, Pekin, Ill., was held last month, when the following officers were elected: President, John Alfs; vice-president, John Strickfaden; secretary, Daniel Strickfaden; treasurer, Wilbert Sommer, and directors, Ben F. Smith, J. Nafziger and Chas. Helsel.

The elevator at Merritt, Ill., which was destroyed by fire several months ago and which was formerly owned by E. S. Greenleaf, is to be rebuilt by a company of farmers, of which George Hardwick is president and A. F. Morris is secretary and treasurer. The house will have a capacity of 20,000 bushels.

The Whitaker Farmers' Grain Company has been incorporated at Whltaker (R. F. D. from Grant Park), Ill., with a capital stock of \$10,000, to deal in grain, hay, coal, farm supplies, etc. The incorporators are Herbert Niff, George Lakocque, A. H. Cyrier, Augustus Hensing, Carl Schroeder and William LeBean.

Stockholders of the West Brooklyn Farmers' Elevator Company, West Brooklyn, Ill., met on December 15 and elected the following officers for the ensuing year: President, Henry F. Gehant; vice-president, James W. Thier; secretary, E. J. Thier, and treasurer, Oliver Gehant. The company recently declared a dividend of 10 per cent.

W. P. Foote & Co., will operate the elevator and mill at Champaign, Ill., formerly owned by A. D. Derrough and recently purchased by H. I. Baldwin & Co., of Decatur, Ill. Mr. Foote has had charge of the company's grain brokerage business for several years, and will continue in that capacity, having removed his offices to the elevator, which has been overhauled and placed in good condition for business.

EASTERN

A grain and seed business has been opened at Northboro, Mass., by Sparrow, Brigham & Co.

The construction of the new grain and hay storage house of McKenzie & Winslow, Fall River, Mass., has been completed.

Ekin Brothers, of Vandergrift, Pa., are building a grain and feed warehouse, 28x60 feet on the ground, having a capacity of 4,000 bushels. The house will be completed this month and operated by electricity.

Incorporation papers have been filed by the Penn Grain & Feed Company of Harrisburg, Pa., capitalized at \$100,000. The incorporators are David S. Braden, John M. Bowman, Jr., William Wallace and E. M. Wallace.

The Hickox-Rumsey Company of Batavia, N. Y., has purchased a mill at Akron, N. Y., from the W. H. & R. A. Newman Company, and the owners will use the building for grain and bean storage in connection with the Batavia plant. C. A. Sedan will have charge of the Akron business.

After more than half a century of service, the old Washington Street Elevator at Philadelphia, Pa., owned by the Pennsylvania Railroad Company, is to be dismantled and razed, not because its years of activity have unfitted it for use but owing to the fact that the municipal government plans improvements in the district in which it is located requiring its removal.

The Eastern Grain, Mill & Elevator Corporation, capitalized at \$1,000,000, is the result of the merger of four big elevator and grain firms at Buffalo, N. Y., the Eastern Grain Company, the Iron Elevator & Transfer Company, the Eastern Milling Company and the Eastern Grain, Mill & Elevator Corporation. The capital stock of the latter firm was \$340,000, while the capital of the others was \$100,000 each. Nisbet Grammer is president of the company and the other directors are John J. Rammacher, George

J. Granier, Norman P. Clement and Franklin J. Mauser, all formerly interested in the affairs of the independent companies. The new company has established offices at 602 Marine Bank Building and operates the Eastern Grain Elevator on the Blackwell Canal, while plans are being made by the company for the erection of a new 1,000,000-bushel elevator on the Buffalo River. The company has purchased more than 20 acres of land from the New York Central lines and the New York Central Railway Bridge for grain storage yards.

SOUTHERN AND SOUTHWESTERN

The Chamber of Commerce at Gadsden, Ala., is interested in the matter of establishing an elevator.

An effort is being made to interest the citizens of Abbeville, S. C., in the establishment of an elevator.

E. H. Hyman, secretary of the Chamber of Commerce, Macon, Ga., is interested in the establishment of an elevator.

W. D. Coleman, grain dealer at Brandenberg, Ky., will supply the town with electricity, having secured a 20-year franchise.

An elevator and feed mill is to be erected at Bartlesville, Okla., this spring, the storage capacity of which is to be about 15,000 bushels.

Oscar Jones of Chrisman, Ill., and others have organized a company to build an elevator at Newellton, La., having a capacity of 50,000 bushels of oats.

The Western Grain Company, of Birmingham, Ala., has prepared plans for the building of reinforced concrete base and sheet iron top grain bins.

An elevator of 5,000 bushels' capacity will be erected in connection with a new mill to be built at Eldorado, Okla., by a company recently organized.

The Rives Grain Company of Rives, Tenn., of which W. L. Clemons is president, will rebuild the warehouse reported burned with a loss of \$7,500.

The Owensboro Grain Company, Owensboro, Ky., has purchased a \$1,500 barge, which is 22x100 feet in size and will be used for the transportation of grain and hay.

The Hayes-Shofner Grain Company, Little Rock, Ark., of which James Thomas is president, has filed a certificate changing its name to the Hayes-Thomas Grain Company.

The Cunningham Commission Company, of Little Rock, Ark., whose elevator was destroyed by fire several months ago, will build a new grain house costing about \$20,000.

William L. Newson of McKinney, Texas, has purchased an additional interest in the Marsh Milling & Grain Company at Madill, Okla., and has been elected manager of the business.

A contract has been awarded by F. L. Guthery and S. D. Farrar for the erection of a 70,000 bushel elevator at Newellton, La. The house will be equipped with Western Machinery.

The Farmers' Union Co-operative Association, of Eldorado, Okla., will surrender its charter and it is said that a new charter will be secured, as the company will no longer operate under the auspices of the Farmers' Union.

The Southern Pacific Terminal Company will build a concrete fireproof elevator at Galveston, Texas, of 1,000,000 bushels' capacity to replace the grain house recently destroyed by fire. The contract for the plans has been awarded to James Stewart & Co., of Chicago.

The Farmers' Union Warehouse & Storage Company of Anniston, Ala., wishes to correspond with constructors of grain elevators, as it contemplates building a house of 5,000, 10,000 or 15,000 bushels' capacity to be equipped with machinery for handling wheat, corn, oats and cottonseed.

The Harris Grain Company has been incorporated at Mobile, Ala., with a capital stock of \$40,000, to engage in a general grain business and the manufacture of meal. The officers and incorporators are as follows: Edward Harris, president; Edwin J. Donahue, vice-president and treasurer; George G. Morton, secretary. The firm formerly operated as the Drago Grain Company.

A movement has been started at New Orleans, La., by the joint traffic bureau of the commercial organizations of that city to induce either the dock board or the public belt railroad commission to build independent grain elevators in order that outside railroads and grain operators may take their grain

THE AMERICAN ELEVATOR AND GRAIN TRADE

January 15, 1915.

to New Orleans on equal terms. Crawford H. Ellis is chairman of the traffic bureau.

Webb & Maury, grain dealers at Memphis, Tenn., have entered the warehouse and elevator business. In addition to operating a public storage business, the firm will manufacture grain products.

IOWA

A. J. Mabie, of Whitten, Iowa, is planning to wreck his elevator and build a new house.

Dan Fesler has sold his interest in a grain business at Riverside, Iowa, to William Griffin.

The Farmers' Elevator Company, recently organized at Sheldahl, Iowa, will build an elevator.

A cleaner has been installed in the plant of the Farmers' Elevator Company at Bayard, Iowa.

The Brooklyn Grain & Lumber Company of Brooklyn, Iowa, is building a 20,000-bushel elevator.

Farmers in the neighborhood of Magill (Tennant P. O.), Iowa, are said to be organizing an elevator company.

A contract has been awarded by Ohde & Martens for the erection of a 20,000-bushel elevator at Manning, Iowa.

Farmers in the neighborhood of Marion, Iowa, are planning to establish a co-operative grain and hog market.

The Farmers' Elevator Company of Halbur, Iowa, contemplates taking over an implement business at that place.

An elevator of about 40,000 bushels' capacity will probably be erected at Albion, Iowa, this spring by C. A. Robinson.

Charles Euerle, of New Duluth, Minn., has engaged in the grain business at Sioux City, Iowa, with Edward E. Kauth.

It is probable that the Neola Elevator Company will rebuild the elevator at Aspinwall, Iowa, recently destroyed by fire.

The Farmers' Co-operative Company has completed the construction of a 12,000-bushel elevator at Brandon, Iowa.

The Shipley Grain Company of Shipley, Iowa, has been organized with a capital stock of \$10,000, and will build or buy a house.

The elevator at Ladora, Iowa, recently destroyed by fire, will be reconstructed, a contract for the work having been awarded.

F. E. Hales has increased his grain storage capacity at Swaledale, Iowa, by the erection of a new elevator near his old house.

The directors of the Farmers' Elevator Company, Tama, Iowa, have decided to rebuild their elevator which was burned some time ago.

Chas. Grimes has disposed of his grain and coal business at Agency, Iowa, to a buyer of Bloomfield, Iowa, who will take possession on March 1.

W. B. Wormley has purchased the interest of his partner, J. M. Balcom, in the grain business which they have been conducting at Griswold, Iowa.

A one-story office building, 40x40 feet in size, has been completed at Cedar Rapids, Iowa, for the Cedar Rapids Grain Company, which is also building a feed mill.

F. M. West, grain, coal and feed dealer at Corydon, Iowa, is planning to improve his elevator next summer and will install a new dump, conveyor and manlift.

The creditors of the B. A. Lockwood Grain Company, Des Moines, Iowa, will hold another meeting on January 26, to entertain any bids that may be offered for property.

The grain and coal business at Tama, Iowa, until recently operated by the firm of O. P. Beale & Co., has been dissolved and N. S. Beale & Son have taken over the business.

The Farmers' Elevator Company of Dumont, Iowa, recently held its annual banquet and election of officers. Wm. Stock was elected president and August Stock was re-elected secretary.

A 10,000-bushel addition will be constructed to the elevator at Ontario, Iowa, formerly operated by the B. A. Lockwood Grain Company, but recently taken over by the Farmers' Elevator Company.

A 40,000-bushel elevator will be erected at Chariton, Iowa, for G. J. Stewart & Co., to replace their house destroyed by fire last summer. The Union Iron Works of Decatur, Ill., will install machinery in the new plant.

The first annual election of the Vinton Grain & Co-operative Company, Vinton, Iowa, was recently held, when the following officers were elected: D. C. Knupp, president; Albert Gilchrist, vice-president; S. W. Cook, secretary, and W. S. Goodhue, treasurer.

The Updike Grain Company of Omaha, Iowa, is rebuilding its elevator at Rolfe, Iowa, recently destroyed by fire. The new house will have a capacity of 75,000 bushels. The company has not suspended business at Rolfe during construction work, as grain is being loaded directly into cars and an electrical

dump having a handling capacity of 1,000 bushels hourly has been secured to facilitate matters.

The B. L. Cook Grain Elevator Company has taken over a factory building at Marshalltown, Iowa, which has been converted into a grain house.

Articles of incorporation have been filed by the Farmers' Elevator Company, of Hanlontown, Iowa, and officers have been elected as follows: John A. Ford, president; S. K. Gesme, vice-president; N. Leverson, secretary, and A. O. Bye, treasurer.

MISSOURI, KANSAS AND NEBRASKA

J. J. Fast has purchased an elevator at Jensen, Neb.

G. F. Birt is completing the construction of a new elevator at Cosby, Mo.

L. H. Powell & Co. contemplate the erection of an elevator at Rosalia, Kan.

Joseph Shull has purchased the grain business of E. A. Broughton at Amy, Kan.

George Haas has purchased the grain and feed business of L. D. Funk at Gridley, Kan.

C. E. Robinson of Salina Kan., has taken over the elevator of W. W. Young at Codell, Kan.

W. E. Hunsaker, grain dealer at Olean, Mo., has opened an elevator at Russellville, Mo.

E. Stockham is said to be interested in the building of a terminal elevator at Hastings, Neb.

The McCaul-Webster Elevator Company has rented the old Atlas Elevator at Brunswick, Neb.

It is said that Geo. B. Harper contemplates building an addition to his elevator at Silver Lake, Kan.

The Updike Grain Company will install a 15-horsepower electric motor in its elevator at Wilber, Neb.

It is stated that the Farmers' Society of Equity will build or buy elevators at Ohiowa and Hebron, Neb.

A new gas and oil engine has been installed in the plant of the Dobbs Grain Company at Armour, Neb.

The elevator and mill business of A. F. Diels at Scribner, Neb., will be taken over by the Farmers' Union.

R. C. Jaynes is planning to build a 20,000-bushel elevator at Joy Station, in Kiowa County, Kan., this season.

An elevator company will probably be organized at Ruby (Seward P. O.), Neb., by farmers of that district.

Ten thousand dollars has been subscribed by the Farmers' Union of Hays, Kan., for the erection of an elevator.

Promoters are preparing to organize an elevator company at Hampton (R. F. D. from Platte City), Mo.

A four-ton wagon scale has been installed in the plant of the Clay County Grain Company at Fairfield, Neb.

The elevator at Pleasant Green, Mo., formerly owned by L. H. Felton, has been purchased by C. F. Edmonston.

The Farmers' Co-operative Grain & Stock Company of Farwell, Neb., will build a flour house, 22x24 feet in size.

The Hord Elevator Company will probably reconstruct the elevator at Monroe, Neb., destroyed by fire last month.

The Trask Elevator at Geneva, Neb., has been taken over by the Hynes Elevator Company, of Hastings, Neb.

Frank Weststrand of Wakefield, Neb., has purchased the elevator of the Mann-Anchor Elevator Company at Oakland, Neb.

Harry Arnold, a grain dealer of Albert, Kan., has awarded a contract for the building of an elevator and a 50-barrel mill.

The Strohm Elevator at Waterville, Kan., has been taken over by the Waterville Farmers' Grain & Live Stock Company.

C. W. Spurrier and Ed Anderson have taken over the elevator of the Cheney Grain & Elevator Company at Cheney, Kan.

The People's Elevator Company of Rich Hill, Mo., has installed an electric motor in its house to operate its corn sheller.

The Frederick Grain Company of St. Joseph, Mo., has purchased a site at Camden Point, Mo., on which it will build an elevator.

An elevator is under course of construction at Byers (mail Odee), Kan., for the Buyers' Equity Union, recently organized.

Last month an effort was made to rob the safe of the Farmers' Elevator Company at Solomon, Kan., but without success.

A 25,000-bushel elevator of concrete construction will be erected at Higginsville, Mo., in the spring by the Higginsville Milling Company.

The Shellabarger Mill & Elevator Company has awarded a contract for the erection of an elevator at Salina, Kan. The building will be of steel and

concrete construction and will have a capacity of 150,000 bushels.

An elevator will be erected at Sterling, Kan., by the Farmers' & Growers' Shipping Association, which has been organized at that place.

C. A. Kalbfleisch plans to install a "Midget" Marvel Mill in his elevator at Harlan, Kan., which he recently purchased from A. A. Bradley.

R. S. Stephens, Sam Dryhead and Frank Barnes have organized the Grangers' Elevator & Supply Company at Elk City, Kan., capitalized at \$10,000.

The Rainbolt Corn Company of Omaha, Neb., is building an elevator and alfalfa mill. The storage house is four stories high and 24x120 feet on the ground.

An elevator may be erected at Lathrop, Mo., by the Guyton & Harrington Mule Company for the storage of grain to be used in the feeding of a large number of horses.

The grain storage capacity of the Lee-Warren Milling Company, Salina, Kan., will be increased 15,000 bushels, giving the firm a total capacity of 130,000 bushels.

The feed mill of P. A. Landers & Co., at Forest City, Mo., will be rebuilt for the handling of grain, while a wheat cleaner, automatic scale and dump will be installed.

Bossemeyer Brothers, of Superior, Neb., grain, feed and coal dealers, have torn down their building and are erecting a new house, while their office has been enlarged.

The Mann-Anchor Elevator Company has sold its elevator at Pender, Neb., to Frank Weststrand, of Wakefield, Neb., formerly connected with the Saunders-Weststrand Company.

A charter has been granted the Farmers' Grain & Milling Company of Stoddard, Neb., capitalized at \$125,000. The incorporators are N. H. Broelstrup, Fred Wiekhorst and others.

The Kimball County Farmers' Association was recently organized at Kimball, Neb., with the following officers: George Ernst, president; J. W. Tucker, vice-president, and F. J. Bellows, secretary.

A new concrete elevator and an office building will be erected at Arkansas City, Kan., in the spring by the New Era Milling Company, which has purchased a tract of land, 100x350 feet, adjoining its mill.

New elevators will be constructed at Pontiac and De Graff, Kan., by L. H. Powell & Co., of Eldorado, Kan. Work will begin at once and approximately \$5,000 will be expended on the new structures.

A farmers' elevator company has been organized at Platte Center, Neb., and will build or buy a house. Officers as follows have been elected: President, Herman Kluever; vice-president, Joseph Mark, and secretary, John Jaixen.

The Equity Grain Company has leased the elevator of the Lincoln Grain Company at Tobias, Neb. S. C. Mead is president of the company; R. M. Tyson is secretary and manager, and G. R. Antram is in charge of the elevator.

The Ellinwood Mill & Elevator Company of Ellinwood, Kan., has been reorganized and incorporated with a capital stock of \$6,000. The directors are as follows: P. B. Kimpler, Joseph Kimpler, H. M. Kimpler, D. L. Smith and F. D. Stevens.

August Sein, former manager of the Farmers' Grain & Stock Company, at Blue Hill, Neb., and C. F. Gund have purchased the elevator of Wm. Rundberg & Co., at Bladen, Neb., and are operating under the name of Gund & Sein, with Mr. Sein as manager.

The Waterville Farmers' Grain & Livestock Company has been organized at Waterville, Kan., with a capital stock of \$16,000. The officers are as follows: Alex Seaton, president; C. A. Nichols, vice-president; S. A. Steenson, secretary; Chas. Blaser, treasurer, and B. N. Welch, auditor.

The Farmers' Co-operative Association has completed its new 15,000-bushel elevator at Valley, Neb., and the equipment includes a five-ton automatic scale for the interior of the house, outside scales, a grain cleaner and a 10-horsepower gasoline engine. John Lentell is manager of the house.

The Bloom Equity Company, recently incorporated at Bloom, Kan., with a capital stock of \$10,000, is operating a 25,000-bushel elevator. The officers and incorporators are as follows: O. B. Riley, president; G. W. Wcdde, vice-president; Emery Martin, secretary-treasurer, and C. W. Baily, manager.

A charter has been granted the Farmers' Elevator Company of Plymouth, Neb., which is capitalized at \$11,000. The company has purchased the L. F. Ellermeier Elevator and elected officers as follows: H. C. Nispel, president; Wm. Grummert, vice-president; Otto Krueger, secretary, and Ed Mader, treasurer.

Last month the elevator of the Koehler-Twidaile Elevator Company at Bladen, Neb., was purchased by the Farmers' Co-operative Grain & Supply Company, which has been organized with a capital stock of \$25,000. The officers are as follows: W. E. Thorne, president; J. L. Hynes, vice-president; A. R.

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Lerrick, secretary-treasurer, and B. L. Goddell, manager.

George Scouler, grain dealer at Superior, Neb., operating a line of elevators on the Santa Fe Railroad, January 2 took in as partner his oldest clerk, Dennis Bishop, and the firm will be known as Scouler & Bishop.

WESTERN

An addition has been constructed to the Farmers' Elevator at Akron, Colo.

The O. L. Mitten Grain Company is building an elevator at Eckley, Colo.

An elevator will be erected at Otis, Colo., by the Farmers' Elevator Company.

An addition has been constructed to the elevator of J. E. Cox & Co., at Roy, Mont.

An elevator may be erected at Menard (Bozeman P. O.), Mont., by R. A. Cory, A. C. Curtiss and others.

The Rocky Mountain Elevator Company recently completed an elevator at Limington, Mont., having a capacity of 20,000 bushels.

Articles of incorporation have been filed by the Farmers' Equity Elevator Company, of Windham, Mont., capitalized at \$25,000.

The grain in Routt County, Colo., will be handled by an elevator which has been erected on the Riley Hamilton ranch, near Steamboat Springs.

Ranchmen in the Spring Creek district, near Three Forks, Mont., have incorporated a co-operative company, of which John Jones is an active member.

The J. E. Cox Elevator Company of Enterprise, Mont., has built an addition to its elevator and installed a feed mill. Peter Linster has charge of the house.

The Farmers' Elevator Company of Denton, Mont., has been incorporated with a capital stock of \$20,000. The incorporators are C. W. Cleveland, H. G. Dyer and I. J. Brook.

Magnus Vonsen, grain dealer at Petaluma, Cal., has purchased the general merchandise store of Cornett Brothers at Fallon, Cal., which he will conduct as a branch of his Petaluma business.

According to an announcement of J. M. Dennett, president and manager of the Dennett Milling Company, Tacoma, Wash., an addition will be built to its plant which will increase its storage capacity 20,000 bushels.

The Farmers' Co-operative Association, recently organized at Caldwell, Idaho, has elected the following officers: B. D. Long of Middleton, president; J. J. Jones of Meridian, vice-president; W. P. Bales and Sam Vassar of Caldwell, secretary and treasurer.

L. L. Miller, of the Nampa Grain & Elevator Company, Nampa, Idaho, has disposed of the company's grain business and elevator to Thomas Scott and associates of the Nampa Milling & Elevator Company. Mr. Scott is president and manager of the latter firm.

At a recent meeting of the Dock Commission, Portland, Ore., the matter of erecting a large elevator was considered. It was proposed that the grain shippers of that city agree among themselves to take space in the proposed grain house so that from that source approximately \$50,000 a year would be produced in revenue, but no definite action was taken.

MINNESOTA AND WISCONSIN

Joseph Thielke & Co. have leased a building at Suring, Wis., to be utilized for grain and seed storage.

Corn shelling equipment has been installed in the plant of the Farmers' Elevator Company at Litchfield, Minn.

The Farmers' Elevator at Carlisle, Minn., was closed December 22 and will not be re-opened until February 22.

Farmers in the vicinity of Zumbro Falls, Minn., have been considering the matter of organizing an elevator company.

The Ellendale Farmers' Elevator & Milling Company of Ellendale, Minn., has installed equipment in its plant for handling and shelling corn.

Citizens of Winsted, Minn., and farmers in that neighborhood recently met to organize a farmers' elevator company, which will build a grain house.

J. M. Fosdick, who has been manager of the Western Elevator at Webster City, Iowa, has taken over the Western Elevator at Rochester, Minn.

Larson Brothers have completed the construction of a new elevator at New Prairie (mail Cyrus), Minn., built to replace a grain house destroyed by fire last October.

Following mass meetings of several hundred farmers at Wahpeton, Minn., and Valley City, N. D., on January 7, addressed by George S. Loftus, salesman of the St. Paul Equity Co-operative Exchange, and Congressman James A. Manahan of Minnesota, respectively, resolutions were adopted urging the

North Dakota legislature to appropriate \$200,000 for the erection of a terminal elevator at St. Paul, Minn.

Complete electrical equipment has been installed in the elevator and malting plant of the Chilton Malting Company, Chilton, Wis., for the operation of the entire establishment.

The Lyman-Joseph Grain Company has been incorporated at Milwaukee, Wis., with a capital stock of \$40,000. The incorporators are J. C. Lyman, Burton Joseph and S. T. Webber.

C. S. Porter is now sole owner of the elevator and coal and wood yards at Foxlake, Wis., formerly operated by Porter & Proctor, having taken over the interest of A. J. Proctor of Beaver Dam, Wis.

The Echo Milling Company of Echo, Minn., has secured an adjustment of the insurance on the elevator burned on December 24, and a new house of 25,000 bushels' capacity will be erected this spring.

C. O. Gilfillan is preparing to build an elevator and a corn crib at Gilfillan (mail Morgan), Minn. Work will start as soon as the frost is out of the ground and the house will have a capacity of 15,000 or 20,000 bushels, while the corn crib will hold from 5,000 to 10,000 bushels.

The elevator at Elyrian, Minn., has been taken over by the Commander Elevator Company, of Minneapolis, Minn., which purchased the property from G. S. Warburton for \$1,500. H. B. Comstock has been employed as local agent and a feed mill will be operated in connection with the house.

A new organization of the American Society of Equity has secured permission to operate in Wisconsin and will be known as the Promotion Department No. 1 of the American Society of Equity, organized under the laws of North Dakota. Francis Price of La Crosse, Wis., is president and general manager. The capital is \$10,000.

The Consolidated Elevator Company, of Duluth, Minn., held its annual meeting in New York on December 15, and elected the following officers and directors: President, George Spencer; vice-president and secretary, G. H. Spencer; vice-president and superintendent, H. A. Starkey; assistant secretary, W. H. Wilson. Directors—George Spencer, F. H. Parker, C. E. Perkins, T. F. Hicks, John R. W. Sargent, G. H. Prince, G. W. Peters, C. H. Clark, Jr., W. B. Lloyd, G. H. Spencer and H. A. Starkey. F. B. Kellogg was elected general counsel and M. S. Paton associate counsel.

The E. Craite & Son Milling Company, of Rice Lake, Wis., has completed the construction of its new elevator and feed mill. The building is 36x48 feet on the ground and 53 feet high, with a storage capacity of 25,000 bushels of grain, while there is an adjoining warehouse 48x100 feet on the ground. The milling and elevator equipment is operated by electric motors. Included in the equipment of the plant are six grain and feed elevators, a grain cleaner, Fairbanks Scales, a corn crusher and a corn sheller. Later Mr. Craite expects to install a rye, buckwheat and custom flour mill.

THE DAKOTAS

A farmers' elevator company, capitalized at \$20,000, is being formed at Stanley, N. D.

A new 40,000-bushel elevator has been completed and opened for business at Werner (no P. O.), N. D.

George Game has installed a new feed mill in connection with his elevator at Jamestown, N. D.

David Dietz has enlarged his elevator at New Salem, N. D., and installed a flour mill of 25 barrels' capacity.

The Hawkeye Elevator Company recently leased the Osborne-McMillan Elevator at Hamble (mail Oakes), N. D.

New elevators will be erected at Grenville, S. D., in the spring by the Miller Elevator Company and Black Brothers.

A feed mill has been installed in conjunction with the elevator of the Northwestern Elevator Company at Milton, N. D.

The Farmers' Elevator Company of Venlo (Anselm P. O.), N. D., will overhaul its elevator and install a conveyor and feed mill.

The National Elevator at Effington, S. D., has been closed and the manager, Ray Shoemaker, has returned to his home in Ortley, S. D.

John P. Erickson expects to improve his elevator at Waubay, S. D., this spring and will install a car-loader, a feed mill and an automatic scale.

Articles of incorporation have been filed for the Watford Grain Company, Watford (Schafer P. O.), N. D., by J. E. Duncan. The capital stock is \$25,000.

The Gunder Olson Grain Company, which operates an elevator at Alexander, N. D., has taken over the Hineline Elevator at Rawson (Arnegaard P. O.), N. D.

Ole Olson has purchased the old elevator building at Granville, N. D., in which O. G. Nordmarken formerly conducted a grain business, and will remove the structure to his farm near Granville, while the machinery equipment will be removed to Van Hook,

in Mountrail County, North Dakota, where it will be installed in a new farmers' elevator. Walter Nelson, J. A. Hage and others are interested in the latter house.

The Regent Grain Company and the Bagley Elevator Company are preparing to reconstruct their elevators at New England, N. D., recently destroyed by fire.

Farmers have purchased the entire stock of the Booge Elevator Company, Booge, S. D., the greater part of which was formerly held by citizens of Valley Springs, S. D.

The Farmers' Elevator Company, operating an elevator at Willow Lake, S. D., has taken over the Jones Elevator at that place, which has been idle for three years, and will operate both houses.

Leonard Peterson and Olaf Skotvold have purchased the Reedy Elevator at Centerville, S. D., which had been out of commission for several months, and will conduct a general grain business under the name of Peterson & Skotvold.

The Farmers' Elevator at Andover, S. D., was recently sold at auction to the following: Jas. Hall, Stone Brothers, Otto Machmiller, R. W. Hudson, John Lobland, Albert Schroeder, Aug. Kottke, Chas. Wahl, Frank Bigelow, A. A. Voss and K. J. Hayenga.

Farmers have purchased the Stromset Elevator at Bowbells, N. D., and removed the house to Perella (R. F. D. from Bowbells). The new owners are Sid Romine, John Romine, W. B. Coons, W. H. Wiman and D. F. Bair. The new firm does not expect to be in readiness to operate until next fall.

Five elevators are in course of construction at Kildeer, a new town in Dunn County, N. D., and the terminus of a branch line of the Northern Pacific Railroad out of Mandan, N. D. It is said that the growth of the new town is remarkable, as but a few weeks ago there was no indication of a settlement in that prairie district while at present there are in process of construction two banks, a newspaper office, thirty-five stories, 100 residences, and railroad shops. Several hundred people have been living in box shanties and tents while construction work has been progressing.

OHIO, INDIANA AND MICHIGAN

An effort is being made to secure an elevator for Collins, Ind.

The Elwell Elevator Company of Elwell, Mich., is building a new office building.

The Fairland Grain Company of Fairland, Ind., is building an iron-clad elevator.

An elevator is contemplated for Peck, Mich., by the farmers in that neighborhood.

Charles Moog will build an elevator near Bryan, Ohio, having purchased a site for the purpose.

Ballard B. Yates & Co. have completed and are operating their elevator at Williamsport, Ohio.

Capitalized at \$5,000, the Independent Elevator Company has been incorporated at Ashley, Mich.

The Nading Mill & Grain Company, Shelbyville, Ind., has changed its name to the Wm. Nading Grain Company.

The St. Paris Grain Company, recently organized at St. Paris, Ohio, is operating the McMoran and Brubaker Elevators.

The elevator of Arnold & Son at Poneto, Ind., has been secured by the Farmers' Elevator Company, which will take possession on March 1.

Watkins & Cripe, grain and coal dealers at Lincoln, Ind., are planning to build a 400-ton coal pocket to be equipped with elevating machinery.

Slate & Godshalk have practically completed their new elevator and mill at Three Rivers, Mich. William Wolf will have charge of the establishment.

Brown Brothers are preparing to rebuild their elevator at Savannah, Ohio, recently destroyed by fire. E. E. Miller of Nova, Ohio, operated the house under a lease.

The Connell-Anderson Grain Company has been incorporated at Milton, Ind., with a capital stock of \$24,000. The directors are T. J. Connell, A. Anderson and W. H. Kelley.

Jacob Sheets has purchased considerable new machinery for his elevator at Ligonier, Ind., including complete equipment for handling wheat, corn and oats, cleaners, a sheller and a new dump.

The 50,000-bushel elevator at Franklin, Ind., recently purchased by Wm. Suckow, Sr., has been leased by Wm. Suckow, Jr., Clara J. Suckow and Karl H. Suckow, who have formed a partnership.

The St. Paris Grain Company has been incorporated at St. Paris, Ohio, with a capital stock of \$15,000. The incorporators are J. H. Meyers, W. L. Alton, W. H. Persinger, C. E. Wilkinson and H. C. Dye.

The new iron-clad elevator under course of construction for the Nappanee Produce Company at Nappanee, Ind., measures 20x26 feet on the ground and is 65 feet high, while adjoining it will be a warehouse 50x120 feet on the ground. The house

THE AMERICAN ELEVATOR AND GRAIN TRADE

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will be equipped with a 20-horsepower motor, two 5-horsepower motors and two stands of elevators. The Philip Smith Manufacturing Company, of Sidney, Ohio, will furnish the machinery for the plant.

The elevator of Douglas & Son, at Ottawa, Ohio, has been purchased by J. Rosenbeck and R. W. Hess of Coldwater, Ohio, who took possession on January 4. They will operate as the Putnam Grain Company.

The new Hawkins Elevator at Fowler, Ind., began operations on January 2 under the management of W. W. Evans. All of the machinery is operated by electricity and the plant has a capacity of 70,000 bushels.

Iglehart Brothers of Evansville, Ind., have increased their grain storage capacity by the erection of concrete tanks having a capacity of 200,000 bushels, and giving them a total capacity of 400,000 bushels.

S. W. Cissna & Son of Washington C. H., Ohio, have increased the capacity and efficiency of their plant by the installation of a number of improvements, including electric motors, a new sheller, cleaner, etc.

The Botkins Grain Company of Botkins, Ohio, has installed a 25-barrel flour mill in a new addition to its elevator. The new structure is three stories high, 20x40 feet on the ground, and covered with galvanized iron.

John Dewine of Yellow Springs, Ohio, has prepared plans for the erection of an elevator at Columbus, Ohio, to be operated in connection with his

poultry and feed plants. The house will cost approximately \$50,000 and will be located on a site between the Big Four and Pennsylvania railroads on the west side of the city.

The elevator of Parkhurst & Stockton at Trafalgar, Ind., has been purchased by Wm. Suckow, Sr., of Franklin, Ind. The house has a capacity of 50,000 bushels, and has been leased to the Trafalgar Grain Company, consisting of W. W. Suckow, C. J. Suckow and K. H. Suckow.

Stockholders of the Bellevue Farmers' Grain Company, Bellevue, Ohio, held their annual meeting on December 15, when the following board of directors was elected: Wm. Angler, Frank Fitch, Wm. Matz, Frank Zieber, Wm. Stotz, Chas. Mock, J. B. Zieber, J. S. Kleckner and Orril Heter.

CANADIAN

The Canada Grain Company of Toronto, Ont., is said to be planning the erection of a 200-barrel flour mill at Brampton, Ont.

The United Farmers of Alberta, which has a line of elevators, will hold its annual meeting at Edmonton on January 19, 20 and 21.

The annual report of the Alberta Pacific Grain Company, Ltd., Calgary, Alta., was recently issued, showing the profit for the year ending August 31, 1914, to be \$459,816, as compared with \$322,326 for the preceding year. During the year four quarterly dividends at the rate of seven per cent per annum were paid on the 12,500 fully paid cumulative preferred shares.

crop improvement work is invited to attend this session.

During the two days there will be an exhibition of seeds from many states and all recommended by the state experiment stations. This exhibition will be in room 7, main floor, of the Board of Trade.

SECRETARY RILEY SENDS GREETINGS

No, the accompanying picture is not a Mellin's Food ad, although the plump and well nourished appearance of the seven little cherubic faces grouped around the central portrait might suggest that thought to a casual reader. It is merely "Grandad" Riley and some of his descendants, and is herewith reproduced as another evidence of the well-known



SECRETARY RILEY AND HIS GRANDCHILDREN

originality of the genial secretary of the Indiana Grain Dealers' Association. Underneath the picture in the original card appeared the verse:

The year Nineteen Fifteen is just to appear,
Leaving behind it all worries and fear.
The descendants of Riley are now on track,
Dale, Charles, Thomas, Elbert and Jack.
With George, Jr., and Ted and last, but not least,
Grandfather Riley heads the Holiday feast.
With voices that ring so hearty and clear
We wish for you all a Happy New Year.

It is generally believed that the verse emanated from the pen of "Charles B." and not "James Whitcomb," but that fact has not lessened the appreciation with which the trade has received the novel greetings. And the thought is freely voiced that when the time comes for the seven little satellites of the central star to become centers of their own stellar systems, nothing better can be wished than that their orbits of usefulness may be as wide and great as that of their grandfather.

PROMINENT SPEAKERS FOR MISSOURI CONVENTION

The Missouri Grain Dealers' Association is setting the pace for membership increase. The last letter of the secretary reported 50 new members secured during the month of December. The previous letter reported an addition of 34 members. The directory of the Association was approved by the Board of Directors at a recent meeting at Jefferson City and 1,500 copies were ordered printed. The annual convention, to be held at the Planters Hotel, St. Louis, January 18 to 20, as arranged, will eclipse anything ever held by that Association. Through the efforts of the Board of Directors and Secretary Bryant, Governor Major of Missouri has been secured to speak. Other speakers will be Hon. D. R. Francis, B. F. Bush, president of the Missouri Pacific Railroad; Mr. Charles Hirth, editor of the *Missouri Farmer*, and Hon. Jewell May, secretary of the State Board of Agriculture. The arrangements for entertainment are excellent and in them special plans have been made for the ladies.

The supply of wheat in Denmark, both visible and invisible, has been computed by the Ministry of the Interior at about 4,000,000 bushels on November 1, 1914. The supply of rye was estimated at about 6,800,000 bushels.

ASSOCIATIONS

THE CONVENTION CALENDAR

January 18, 19 and 20—Missouri Grain Dealers' Association at St. Louis, Mo.

January 21 and 22—Council of Grain Exchanges at the Board of Trade Building, Chicago.

January 27 and 28—Indiana Grain Dealers' Association at the Board of Trade, Indianapolis, Ind.

February 9 to 11—Iowa Farmers' Grain Dealers' Association at Mason City, Iowa.

February 10, 11 and 12—Kansas Grain Dealers' Association at Kansas City with headquarters at the Coates House.

February 16 to 18—Illinois Farmers' Grain Dealers' Association at Bloomington, Ill.

March 2 and 3—Farmers' Grain Dealers' Association of Kansas.

May 11—Illinois Grain Dealers' Association at Champaign, Ill.

October 11, 12 and 13 (tentative dates)—Grain Dealers' National Association at Peoria, Ill.

ILLINOIS CLAIM BUREAU DOES GOOD WORK

The Claims Bureau of the Illinois Grain Dealers' Association has proved very successful during the past six months. Every member of the Association is asked to take advantage of this department in a letter from Secretary Strong. One hundred and thirty-seven members filed claims during the past six months for a total of \$14,481. Of this amount \$9,167 was collected.

A banner meeting and good time is anticipated on May 11 and 12, 1915, when the members of the Association will journey to Champaign for the twenty-second annual convention. There are excellent railroad facilities and hotel accommodations will be plentiful.

CHANGE IN HAY CLASSIFICATION TO BE PROTESTED

The members of the National Hay Association have been advised by President W. A. Cutler to protest against the vote of the Official Classification Committee to change hay from fifth to fourth class.

President Cutler in his letter to the members says, "Protest—set out very plainly that hay is at present bearing more than its share of the transportation burden; and the rates and charges on hay are higher in proportion, when considering the class of equipment required to handle said commodity, than any other like commodity, of transportation nature; that the present car earnings and rates per ton mile are much higher than other commodities of similar transportation characteristics; and further that to increase the present charges will handicap the hay industry, in fact it would practically mean the annihilation or the discontinuance of interstate shipments."

This is an important matter. File a strong protest with the general freight agent or agents of the lines over which you operate, also with Mr. R. N.

MINNEAPOLIS GRAIN SOLICITORS DINE

The Minneapolis chapter of the National Grain Solicitors' Association held their annual dinner at the Kaiserhoff in that city during the holidays. Mr. E. Quamme, of Finley, N. D., addressed the diners on the general subject of solicitation and his remarks were well received by the traveling men. Following this address, Toastmaster Frank Kelly called on different members for short talks. Those that attended were: Frank Kelly, E. S. Hughes, Ass't Secy. Chamber of Commerce; E. G. Quamme, Finley, N. D.; M. L. Barrett, John E. Owen, Will Pierce, H. C. Ruddy, Raymond, S. D.; E. R. Hallberg, Mr. Hancock, J. Williams, Frank Schlosser, E. W. Dittes, Will O'Bryon, G. W. Hughes, Chas. Reiger, W. J. Stephens, J. E. Ruddy, White, S. D.; Eugene Hawkins, John Johnson, Chas. May, P. J. Malkerson, W. C. Berrill, T. R. Barrett.

COUNCIL OF GRAIN EXCHANGES PROGRAM

The sixth annual meeting of the Council of Grain Exchanges will be held at the Chicago Board of Trade January 21 and 22, 1915. President J. C. Murray will call the meeting to order at 2 o'clock on the afternoon of the first day. After the secretary's report and the treasurer's report the chairman of the various committees will report. They are J. C. F. Merrill, Chicago, Educational Committee; Charles England, Baltimore, Bill of Lading Committee; George H. Davis, Kansas City, Transportation Committee; E. A. James, Chicago, Uniform Rules Committee; Frank B. Rice, Chicago, Crop Improvement Committee. Clifford Thorne, chairman of the Iowa Railway Commission, will deliver an address on the Western rate situation. The election of officers will then take place and the afternoon session will continue and close with the discussion of general business. An informal dinner at 6:30 p. m. will close the first day.

The crop improvement session will start on the second day at 2 o'clock with a review of the year's work by Bert Ball. Prof. R. O. Moore, agronomist, and secretary of the Wisconsin Experiment Station at Madison, Wis., will speak on "How to Obtain a Larger Yield of Better Corn." Prof. E. E. Johnson, state leader and Superintendent of the extension at Manhattan, Kan., will take for the title of his address, "How the County Agent and Farm Bureau Improve Crops." Everyone interested in

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FIELD SEEDS

The Robert H. Black Seed Company, of Albert Lea, Minn., has increased its facilities by the acquisition of new quarters.

The Alfalfa Seed Growers' Association, Atwood, Kan., will handle alfalfa hay in addition to seeds, and has changed its name to the Alfalfa Growers' Association.

The Missouri Slope Seed Company has been incorporated at Garrison, N. D., with a capital stock of \$5,000. The incorporators are Geo. L. Robinson and Alex Slagg of Garrison, and Geo. Barrow of Emmett, N. D.

It is stated that the sunflower is cultivated quite extensively in southern Russia for commercial purposes, as the plant furnishes oil in its seeds, fodder for cattle in its leaves and a large quantity of potash is manufactured from it.

A pure seed show will be a feature of the Tri-State Grain & Stock Growers' Convention to be held in Fargo, N. D., December 19-22, the exhibition to be conducted under the auspices of the North Dakota Pure Seed Growers' Association.

The Tillinghast Seed Company has been incorporated with a capital stock of \$10,000, to take over the business of the Puget Sound Seed Gardens at La Conner, Wash. The incorporators are Emma B. Tillinghast, F. P. Tillinghast, W. R. Whitney and F. L. Bailey.

Claiming to find too many weed seeds in their alfalfa, Kansas farmers are preparing to urge the Legislature to pass a pure seed law and it is said that the Agricultural College may join the movement. Of 487 samples of alfalfa seed examined at the College half contained noxious weeds, one sample containing 18 different kinds of foreign seeds.

The Province of Quebec, Canada, will hold its fifth exhibition of seed grain at Quebec on January 27-28 in the library of the Parliament Buildings, under the auspices of the Department of Agriculture of Quebec with the co-operation of the Federal Department of Agriculture of Ottawa. There will be a sale and exchange of seed grain during the exhibition.

The following officers have been elected by the Idaho State Seed Growers' Association: President, J. Wiley Sessions, Pocatello; vice-president, L. L. Young, Nampa; secretary-treasurer, O. D. Center, Boise. Directors—two year term, M. A. Thometz, Twin Falls; T. H. Hopkins, Springfield; C. C. Tobias, Caldwell; O. J. Snyder, Springfield; O. E. Scott, Pocatello.

The Milwaukee Seed Company of Milwaukee, Wis., in a fac-simile affidavit recently issued, sets forth interesting proof of its growing seed business. It states that its gross sales and shipments from August 22 to December 5, 1914, amounted to \$244,963.80, while since December 5, the company has sold about \$60,000 worth, making a total of \$300,000 since August 22.

The Canadian government recently decided to appropriate \$1,000,000 for the purchase of seed grain for distribution in western districts of the Dominion, where crops last season were destroyed by drought and where farmers stand in need of help. The districts affected for which seed grain must be provided are largely in southwestern Saskatchewan and southern Alberta.

The seed growers' association, recently organized in northern Montana, as the Milk River Valley Seed Growers' Association, with headquarters at Chinook, will build a warehouse to handle the alfalfa seed crop of its shareholders and later will market grain. The association is capitalized at \$20,000 and has the following board of directors: James Griffin, secretary; W. B. Smotherman, F. Browne, W. W. Williams of Harlem, and John Acher of Zurich.

TOLEDO SEED MARKET

Southworth & Co., of Toledo, Ohio, say on January 11: "Receipts much above expectations have been the feature of the clover market. Prices have felt the effect of the large arrivals, and the indifference shown by the eastern trade. Total season's receipts to date are the largest of any year since the record crop of 1908. Stocks are considerably over last year. Investment demand has been sufficient on recessions to keep prices within somewhat narrow limits. Much is expected of the spring demand. The increased wheat acreage naturally indicates increased demand for seed. There is a shortage of timothy seed, and the action of the market indicates that this seed has a good many friends. Season's receipts to date are about in line with last year, but small compared with two years ago."

REAL PRESERVATION

The reclamation of our deserts may be accomplished by a much less expensive method than the construction of great dams and reservoirs to conserve water for irrigation of vast sections of the arid west, if experiments being made by Frank P. Jones, of Silver City, N. M., prove successful. Some time ago Mr. Jones discovered a handful of beans in the ruins of an ancient granary in New Mexico, at one time used by the cliff dwellers. It is known that the cliff dwellers were possessed of some hardy species of grain which were naturally, or through a long period of utilization in arid regions, capable of luxuriant growth and abundant reproduction without the aid of moisture; therefore the seeds were planted. One of them grew to maturity, producing eight beans, which he has locked up in his safe, awaiting planting time, when the experiment may be resumed.

Grain and Seeds

GRASS SEED FOR SALE

Parties wanting Sudan grass seed, communicate with LUBBOCK GRAIN & COAL CO., Lubbock, Texas.

SEEDS FOR SALE

Medium Red, Mammoth, and Alsike Clover Seed; Alfalfa and Timothy Seed. J. W. RICHARDS, Ferris, Ill.

WANTED

Seed Corn, Seed and Feed Oats, and Millet. We can use several cars of each. Send samples and prices. SHULTZ SEED CO., Olney, Ill.

FOR SALE

Twenty carloads of bulk maize, February billing; 15,000 pounds pure Sudan seed. Certified by Victor L. Cora, Mgr., Sub. Station 8, Lubbock, Texas. Address NORRIS BROS., Lockney, Texas.

SEED WANTED

We are in need of New Crop Red and Mammoth Clover, Alsike, Alfalfa, Timothy, Orchard Grass, Blue Grass and Red Top. PENINSULA PRODUCE EXCHANGE OF MARYLAND, Pocomoke City, Md.

HAY AND GRAIN WANTED

Wheat, corn, ear corn, oats, straw, milling buckwheat, potatoes, cabbage, onions, etc. If you are a buyer of mill feeds, cotton seed meal, old process oil meal, I can save you money. C. T. HAMILTON, New Castle, Pa.

SEEDS

Grain, Clover and Grass Seeds,
CHAS. E. PRUNTY,
7, 9 and 11 South Main St. SAINT LOUIS

The ALBERT DICKINSON COMPANY

GRASS SEEDS FIELD

To Meet Demands Of

PURE SEED LAWS

Chicago

Minneapolis

FOR SALE—SWEET CLOVER SEED

White and large Biennial Yellow. Samples and prices on request. BOKHARA SEED CO., Box 95, Falmouth, Ky.

FIELD SEEDS WANTED

Red, Alsike, Mammoth, Timothy, Alfalfa and Soya. Send samples and prices to O. M. SCOTT & SON, 6 Main St., Marysville, Ohio.

SEEDS FOR SALE

We are prepared to book your orders for the following seeds: Alfalfa, Cane, White and Yellow Maize, Kaffir, Feterita, German, Golden, Siberian, 110g Millets, in carload lots or mixed cars. We live in the heart of district where the above seeds grow. Sample sent on request. L. A. JORDAN SEED CO., Winona, Kan.

SOUTHWORTH & CO.

GRAINS
SEEDS
PROVISIONS

36-37 Produce Exchange Building.
TOLEDO OHIO

SUDAN GRASS

The most wonderful grass ever introduced or known in this country. Now known by reputation by all of our Agriculture. Last year sold at \$2.00 to \$2.50 per lb. Price now: 1 lb. 60c, 5 (for 1 acre) at 55c, 10 at 50c, 100 at 45c, 200 at 40c.

N. L. WILLET SEED CO., - Augusta, Ga.

BUYERS and SELLERS



Medium, Alsike,
White, Alfalfa,
Clover, Timothy,
Grasses, etc.

Mail Samples.

Ask for Prices.

Milwaukee Seed Co.
Milwaukee, Wis.

THE ILLINOIS SEED CO.

CHICAGO, ILL.

We Buy and Sell

FIELD SEEDS

Ask for Prices.

Mail Samples for Bids.

SEEDS

Grain, Clover and Grass Seeds,
CHAS. E. PRUNTY,
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The ALBERT DICKINSON COMPANY

GRASS SEEDS FIELD

To Meet Demands Of

PURE SEED LAWS

Chicago

Minneapolis

THE AMERICAN ELEVATOR AND GRAIN TRADE

January 15, 1915.

TRANSPORTATION

These changes in rates affecting grain and grain products are furnished to the "American Grain Trade" by the General Traffic Association, Inc., 715 Fourteenth Street, N. W., Washington, D. C. If any of our readers feel that the present rates or those which are about to become effective are unjust, excessive or discriminatory, this company has agreed to take care of such matters before the Interstate Commerce Commission, at only a nominal cost.

Since our last issue the following new tariffs have been filed with the Interstate Commerce Commission naming rates on grain and grain products, with the I. C. C. numbers, effective dates and rates in cents per 100 pounds. (A) means advance and (R) means reduction.

Missouri, Kansas & Texas

Supplement 3 to I. C. C. No. A3920, January 1, 1915. To New York, N. Y., from Pittsburg, Okla., wheat, 45 cents; corn, 40 cents; flour, 45.7 cents; bran, 43.2 cents; corn chops, 42.5 cents; grits, 43 cents; from Featherston, Okla., wheat, 44.5 cents; corn, 40.5 cents; flour, 45.2 cents; bran, 41.7 cents; corn chops, 41.7 cents; grits, 41.7 cents; from Tulsa, Okla., wheat, 41 cents; corn, 39 cents; flour, 43.2 cents; bran, 39.7 cents; corn chops, 39.7 cents; grits, 39.7 cents; Allen, Okla., wheat, 45 cents; corn, 40.5 cents; flour, 46.7 cents; bran, 43.2 cents; corn chops, 43 cents; grits, 43.2 cents; Steedman, Lulu and Boggy, Okla., wheat, 43.5 cents; corn, 39 cents; flour, 46.7 cents; bran, 43.2 cents; corn chops, 41.5 cents; grits, 42 cents.

Grand Trunk

I. C. C. No. 2124, January 1, 1915. Grain and grain products from Buffalo, Black Rock and Suspension Bridge, N. Y., to North Sydney, N. S. (A) (Applies on shipments destined points in Newfoundland).

I. C. C. No. 2123, January 2, 1915. From ex-lake Montreal, Que., to Portland, Maine, destined British and foreign countries, wheat, 4 cents; flax, 4 cents, and oats, 3 cents per bushel (R).

Great Northern

Supplement 2 to I. C. C. No. A3817, January 1. Flour, bran, shorts and middlings from Fairview, Mont., to Butte, Helena, 34 cents, and Anaconda, Mont., 36 cents (R).

Chicago, Milwaukee & St. Paul

I. C. C. No. B2999, January 1. Malt, mill feed, oat hulls, rolled oats and wheat and other grain products to St. Paul, Minneapolis or Minnesota Transfer, Minn. (destined to western terminal of trunk lines), from Milbank, 9.2 cents; Webster, Britton, 10.2 cents; Aberdeen, Groton, S. D., 10.7 cents; Frederick, S. D., Ellendale, N. D., 10.7 cents (R).

Canadian Pacific

I. C. C. No. E1749, January 1. Wheat and oats from Port William, Port Arthur and Westfort, Ont., to be billed at Peterboro, Ont., and reshipped to Boston, Mass., and rate points, 29 cents (A).

I. C. C. No. E1747, January 1. Grain and products from Sudbury, Ont., to New York, N. Y. (for export), 19.5 cents (A).

Supplement 6 to I. C. C. No. E1646, January 1. From Fort William, Port Arthur and Westfort, Ont., and Boston, Mass., New York, N. Y., and Philadelphia, Pa., to Baltimore, Md., barley and oats, 21.5 cents; rye, 22.5 cents; wheat, 25 cents; flaxseed, 36 cents; grain products, 23.5 cents (flour, 22.5 cents); (A) (all rates apply for export).

Pennsylvania

I. C. C. No. G05743, January 1. From ex-lake Buffalo, N. Y., to New York, N. Y., for export, wheat, 6 cents; rye, 5.75 cents; corn, 5.25 cents; oats, 4 cents; flaxseed, 6 cents, and barley, 5.25 cents to

Philadelphia, Pa., and Baltimore, Md. (for export), wheat, 5.7 cents; rye, 5.45 cents; corn, 4.95 cents; oats, 3.8 cents; flaxseed, 5.7 cents, and barley, 5.05 cents per bushel.

Missouri Pacific

I. C. C. No. A2690, January 1. Wheat, 18.5 cents; corn, oats, rye and barley, 17½ cents; from St. Louis, Mo., and East St. Louis, Ill., to Galveston and Texas City, Texas (when for export).

I. C. C. No. A2698, January 1. Corn, oats, rye and barley from St. Louis, Carondelet, Mo., East St. Louis, Ill., and rate points applying only on shipments originating at points beyond Gretna, New Orleans, Port Chalmette, La., Westwego, La., for export to all countries except Europe, Asia and Africa, 10.5 cents; wheat, 11.5 cents; for export to Europe, Asia and Africa, corn, oats, rye and barley, 10.5 cents; wheat, 10.5 cents.

Erie

Supplement 11 to I. C. C. No. 10076, January 23. From ex-lake Buffalo, N. Y., to Baltimore, Md., and Philadelphia, Pa., barley and corn, 5½ cents; flax seed, 6 cents (A); oats, 3¾ cents; rye, 6 cents, and wheat 6½ cents; to New York, N. Y., barley, 5½ cents; corn, 5¼ cents; flax seed, 6 cents (A); oats, 4 cents; rye, 6 cents, and wheat, 6½ cents per bushel.

Minneapolis, St. Paul & Sault Ste. Marie

I. C. C. No. 3586, January 10. Bran, mill feed, ground wheat feed, flour made from grain only, middlings, shorts, cracked, crushed and rolled wheat from Manistique, Mich. (originating beyond), to Boston, Mass., Rockland, Maine, Stanstead, Que., and rate points, 8.7 cents (R).

Supplement 4 to I. C. C. No. 3521, January 10. Corn meal or rye flour from Minneapolis, St. Paul, Minnesota Transfer, Duluth, Minn., and Superior, Wis., to Fort William, Port Arthur and Westfort, Ont., 24 cents (R).

Wabash

Supplement 4 to I. C. C. No. 2697, January 14. Wheat and flour between Atchison, Kan., Council Bluffs, Iowa, Kansas City, Mo., Leavenworth, Kan., Omaha, South Omaha, Neb., and St. Joseph, Mo., and Oakwood, Salt River, New London, Ralls Junction, Owendale, Briggs Center, Orrwood, Perry, Jones, Frankford, Peno and McCune, Mo., 11¾ cents; corn, rye, oats, barley and millstuffs, 10¾ cents.

Supplement 8 to I. C. C. No. 3106, January 15. Between St. Louis, Mo., and East St. Louis, Ill., and Emery, Iowa, Clear Lake, Iowa, flax and millet seed, 18½ cents; wheat and flour, 14½ cents; rye, oats, barley and corn, 13½ cents.

West Shore

I. C. C. No. B9299, January 15. Grain and grain products in packages from Buffalo stations, Black Rock and East Buffalo, N. Y., to Brunswick, Ga., 20 cents (A).

I. C. C. No. B9300, January 15. Grain and grain products in packages from Buffalo stations, Black Rock and East Buffalo, N. Y., to Charleston, S. C., 20 cents (A); Jacksonville, Fla., 20 cents (A); Georgetown, S. C., 18 cents, and Wilmington, N. C., 18 cents.

I. C. C. No. B9298, January 15. Grain and grain products from Black Rock, Buffalo, N. Y., stations, East Buffalo, N. Y., to Savannah, Ga., 20 cents (A).

I. C. C. No. B9273, January 22. From ex-lake Buffalo, N. Y., to Undercliff (Edgewater, N. J.), wheat, 6½ cents; corn, 5¼ cents; rye, 6 cents; barley, 5¼ cents; oats, 4 cents, and flax seed, 6 cents (A) per bushel.

New York, Chicago & St. Louis

Supplement 1 to I. C. C. No. 3602, January 17.

To Joliet and Waukegan, Ill., from Buffalo, N. Y., Buffalo Junction of East Buffalo, N. Y., starch, 13 cents; other grain products, 13.7 cents; from Erie, Pa., starch, 13 cents; other grain products, 13.7 cents.

St. Louis Southwestern

Supplement 6 to I. C. C. No. 3220, January 18. From Memphis, Tenn., to Paragould, Bethel, Brookland and Jonesboro, Ark., flour, wheat, 9 cents; corn meal, 8 cents (R), and corn, 8 cents (R).

Chicago, Rock Island & Pacific

I. C. C. No. C9786, January 27. Flour from Minneapolis, Minnesota Transfer, St. Paul and South St. Paul, Minn., to Pittsburg, Kan., 21 cents; Joplin, 21 cents; Oskaloosa, 21 cents; Stotesbury, Mo., 20½ cents (R).

Union Pacific

I. C. C. No. 2724, February 1. Flour to Pittsburg, Kan., from Enterprise, Abilene, 12 cents, and Lindsborg, Kan., 12.75 cents; to Joplin, Mo., from Lindsborg, 13 cents; Shady Bend, 18 cents; Ellsworth, 13 cents; Black Wolf, 17.5 cents, and Hays, Kan., 18.5 cents.

Atchison, Topeka & Santa Fe

Supplement 13 to I. C. C. No. 6739, February 1. Starch from Cedar Rapids, to Raton, 64.8 cents, and Silver City, N. M., \$1.09 (R).

Agent for Western Trunk Line Committee

Supplement 9 to I. C. C. No. A505, February 1. Grain products (when originating beyond) from St. Paul, Minneapolis, Minnesota Transfer, Minn., and rate points to Cincinnati, Ohio, Jeffersonville, New Albany, Evansville, Ind., Brookport, Cairo, Thebes, Ill., and Evansville, Ind., 16 cents (destined to Southeastern and Cairo territory).

GRAIN TRADE PATENTS

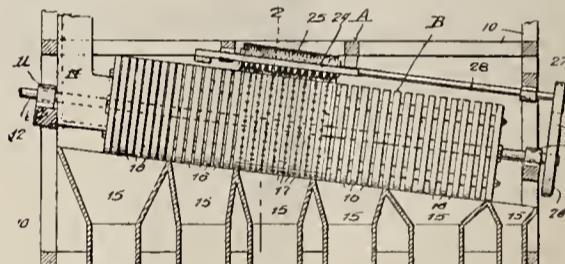
Issued on December 8, 1914

Bean Sorter and Lifting Head.—James A. Gardner, Alma, Mich. Filed June 22, 1914. No. 1,120,380.

Feed Mixer.—George Webber, Seattle, Wash. Filed February 11, 1914. No. 1,120,574.

Grain Grader.—George H. Rich, Chicago, Ill. Filed July 20, 1914. No. 1,120,083. See cut.

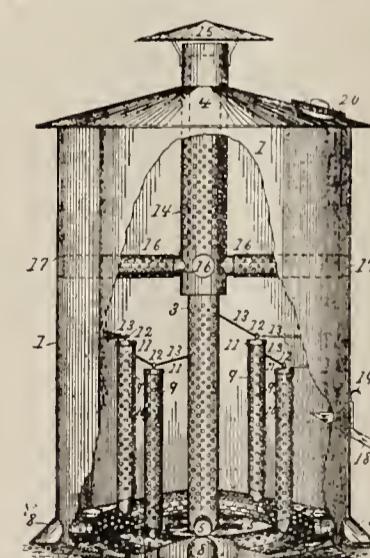
Claim.—In a grain grader, a grading cylinder comprising a plurality of rings placed side by side and means for securing them together, each ring having on one side



only a plurality of half-round notches, tapering from the inner side of the ring toward its outer side, the rings being placed with the notches opposing each other to form tapering round discharge openings, and the flat sides of the rings being in contact with each other.

Ventilated Granary.—William Elliott, Sherman, Texas. Filed March 3, 1914. No. 1,119,941. See cut.

Claim.—A device of the class described comprising the combination with a granary, of a circular perforated tube resting upon the bottom of the same, lateral per-



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Issued on December 15, 1914

Device for Shelling the Ends of Seed Corn Ears.—William J. Boll, Platteville, Wis. Filed May 20, 1914. No. 1,121,460.

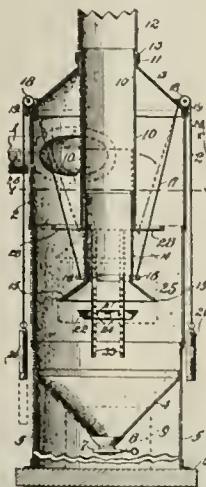
Issued on December 22, 1914

Leveling Attachment for Separators.—August Athman, Belgrade, Minn. Filed April 15, 1914. No. 1,122,056.

Issued on December 29, 1914

Dust Collector.—John Douglas, Birmingham, Ala., assignor of one-third to Harold R. Sanson and one-third to George C. Walter, Birmingham, Ala. Filed August 31, 1914. No. 1,122,371. See cut.

Claim.—In a dust collector, a cylindrical collecting chamber having a tangential inlet pipe near its upper end, a vertically adjustable outlet pipe disposed cen-



trally of said chamber and comprising two telescoping sections of which the lower section only is adjustable, a flaring intake end for said adjustable pipe section, an inverted frusto-conical baffling valve movable with and disposed below said flaring end of the outlet pipe, and means to adjust said valve relatively to said pipe to control the flow of air therethrough.

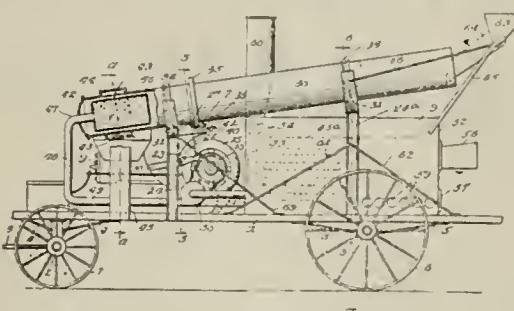
Grain Conveyor.—Henry Maas, Le Sueur, Minn. Filed July 20, 1910; renewed February 9, 1912. No. 1,122,619.

Issued on January 5, 1915

Grain Door for Freight Cars.—George H. Salts-giver and John H. Burke, Sioux, Neb. Filed October 21, 1913. No. 1,123,387.

Grain Drier.—Louis H. Hill, Minneapolis, Minn. Filed February 17, 1914. No. 1,123,877. See cut.

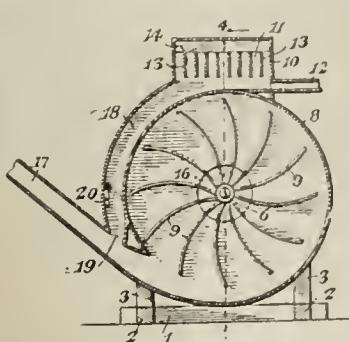
Claim.—A machine of the character specified, comprising a wheeled support, arch bars arranged transversely of the support near the ends thereof, a bearing bracket on each arch bar, a drying cylinder supported for rotation in the bearing brackets, said cylinder inclin-



ing upwardly toward its rear end, the cylinder having an annular series of discharge openings near its lower end, an annular receiving casting encircling the cylinder at the openings for receiving the grain delivered through the openings, means for supplying heated air to the lower end of the cylinder, and a common means for rotating the cylinder and for operating the heated air supplying means, an expansion head within the drying cylinder near the openings with which the heated air supplying means is connected, said head comprising a substantially cylindrical casting supported coaxially with the drying cylinder and having a perforate wall.

Pneumatic Grain Elevator.—Henry G. Lykken, Grand Forks, N. D. Filed September 6, 1913. No. 1,123,335. See cut.

Claim.—A pneumatic elevator comprising a fan or blower, a discharge pipe leading therefrom to a point of disposal of the material being elevated, a suction pipe designed to receive the material to be elevated, and connected with the intake side of the fan or blower, said

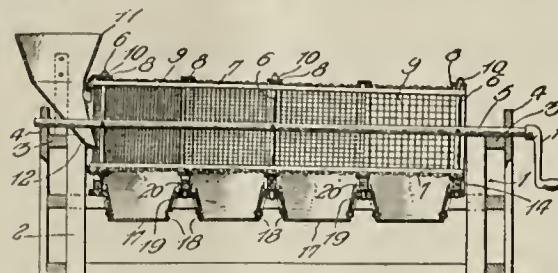


pipe including an expansion chamber, and a pipe extending between the expansion chamber and the outlet or discharge pipe of the fan or blower and of a height to provide a column of material therewithin of a weight to nullify the difference of air pressure between the outlet of the fan or blower and the expansion chamber.

Grain Separator.—John Gately, Gretna, Neb. Filed June 23, 1914. No. 1,124,128.

Grading Device for Seed.—William Logan Leach, Brownwood, Texas. Filed May 27, 1914. No. 1,124,036. See cut.

Claim.—In a device of the character described, the combination with a rectangular supporting frame, of a

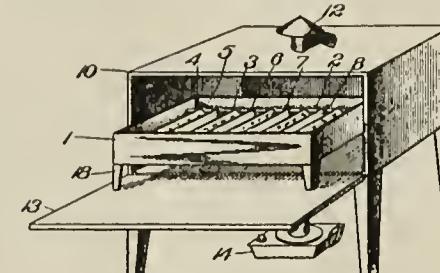


trough having horizontal flanges formed integrally with its side edges, said flanges overlying two of the sides of said frame, said trough having a plurality of spaced rectangular openings, inclined deflecting plates formed integrally with one edge of said openings, said plates being of approximately the same area as said openings, inclined flanges rising through the sides edges of said

inclined deflecting plates, and approximately triangular side walls secured to said flanges at their lower edges and to the under side of said trough at their upper edges.

Seed Testing Device.—Glen C. Harnden, Kansas City, Mo. Filed November 25, 1913. No. 1,123,281. See cut.

Claim.—In a seed testing device, a pan and a pocket comprising a fabric member of absorbent material having transverse channels in fixed spaced relation forming



a central body portion and loose end flaps, rods extending through said channels, and means for supporting the rods in said pan, whereby the central body portion is supported above the lower edges of the depending end flaps and above the base of the pan.

FIRE-S-CASUALTIES

L. N. Hess, hay and grain dealer at Eureka, Cal., suffered a severe fire loss on December 29.

The elevator of the T. B. Hord Grain Company at Monroe, Neb., was recently destroyed by fire.

The elevator of the L. J. Button Elevator Company at Sioux Rapids, Iowa, was destroyed by fire on December 18.

A fire which destroyed a large portion of the business district of Eldora, Iowa, on December 18, consumed also an elevator.

A fire at Arimo, Idaho, last month, damaged the property of the W. O. Kay Elevator Company to the extent of several thousand dollars.

W. S. Sulters, employed in the Pillsbury "A" Elevator at Minneapolis, Minn., was seriously injured when he was caught between two box cars.

Amos K. Ashby, of Burlington, N. J., suffered the loss of his grain storage plant and flour and feed mill on December 16, the loss amounting to \$25,000.

A recent fire destroyed the plant of the Neff Feed, Flour & Produce Company at Leavenworth, Kan., entailing damage of \$12,000, largely covered by insurance.

An overheated chimney caused a fire in the house of the Farmers' Elevator Company, at Herman, Minn., on December 15, which partially destroyed the plant.

Five thousand bushels of wheat were damaged when one of the steel storage tanks of the Boonville Milling Company, Boonville, Ind., gave way on December 19.

The elevator at Brady's Spur, four miles east of Egeland, N. D., was burned on December 15, together with 1,200 bushels of barley and 400 bushels of wheat.

Fire, supposed to have resulted from a dust explosion, partially destroyed the elevator of the Valley City Milling Company, at Grand Rapids, Mich., last month.

The plant of the Mollett Grain & Milling Company at McClure, Ohio, was destroyed by fire on January 9. It is stated that the establishment will be reconstructed.

While employed in the elevator of Arthur Miller at Libertyville, Ill., on December 28, H. D. Davis fell from some grain sacks on which he was standing and fractured his ankle.

The building at Monroe, La., occupied by the Monroe Seed Company and owned by the Monroe Investment Company, was recently destroyed by fire, the entire loss amounting to \$4,000.

The grain office in connection with one of the elevators of the Minooka Grain Company, at Minooka, Ill., was destroyed by fire last month. The loss was partially covered by insurance.

Fire, on December 27, destroyed the elevators of the Regent Grain Company and the Bagley Elevator Company at New England, N. D., while five other grain houses were threatened. An engine spark is believed to have caused the flames and the loss was estimated at \$35,000.

The malt house of Albert Schwinn & Co., at Oswego, N. Y., was entirely destroyed by fire on December 30, with a loss estimated at \$100,000. Insurance amounting to \$53,000 was carried on the building and \$32,000 on the stock. There were 50,000 bushels of malt in the building. Spontaneous

combustion in the grain bins or kilns is believed to have caused the fire.

The elevator on the farm of W. R. Butler, near Anthon, Iowa, with 4,000 bushels of corn and a quantity of oats, was burned on December 30, entailing a loss of \$7,000 with \$3,000 insurance.

The grain elevator at Sweetwater (mail Devils Lake), N. D., was burned on December 26, the flames presumably starting from a heater in the office. Nick Berg was manager of the house.

Fire destroyed the two-story building of the Alex Reed Wholesale Flour & Feed Company at Springfield, Mo., recently, the loss amounting to about \$4,000, with \$1,000 insurance on the contents and \$500 on the building.

A hot journal resulted in a fire in the elevator and feed mill of James Surber at Cando, N. D., on December 29, which destroyed the property. There was a small amount of grain in the house and no insurance was carried on the building.

The burning of the three-story feed and coal elevator of Clarence A. Ingalsbee, at Oakfield, N. Y., on December 16, resulted in a loss of \$10,000, with partial insurance. In addition to a quantity of grain and feed, 50 barrels of flour were consumed.

George Scheviebbean, engineer in the Hubbard & Palmer Elevator at Spencer, S. D., was severely burned recently while heating the carburetor of the gasoline engine with a flame, when a gasoline can hanging nearby was ignited. The elevator was saved from much damage.

A fire at Scooba, Miss., which destroyed several business houses on December 21, consumed Joe Cramers' corn warehouse and R. L. Stewart's seed house and warehouse, the former's loss amounting to \$3,000 with \$1,200 insurance, while the latter's loss was \$2,000 with no insurance.

A loss of \$20,000 was entailed in the burning of Starr Brothers' Elevator at Winamac, Ind., the loss partially covered by insurance. The house contained 12,000 bushels of grain, 8,000 bushels of which was wheat. The firm owns another elevator at Winamac, which was not in operation, but is now in commission since the fire.

The Rives Grain Company's building at Rives, Tenn., was totally destroyed by fire on December 23, together with a considerable quantity of corn and oats. The insurance on the machinery, which was badly damaged, amounted to \$5,000. W. L. Clemmons and W. A. McNeil are president and secretary of the company.

The elevator and mill of the Uhl Milling Company at Logansport, Ind., were destroyed by fire, supposed to have been of incendiary origin, on December 30. The loss, estimated at \$75,000, was partially covered by insurance. A considerable quantity of wheat and corn was consumed. The mill had not been operated since last June.

The warehouse at El Paso, Texas, owned by Richard H. Thorne, containing about 6,000 bales of alfalfa hay and a quantity of Mexican beans, was recently destroyed by fire, entailing an approximate loss of \$5,000. The building, an iron-clad frame structure, was valued at \$2,500 with partial insurance, while the contents were worth approximately \$2,550, with \$800 insurance. The contents of the building were owned by the South New Mexican Farmers' Association, of Anthony, N. M., and other firms.

HAY, STRAW AND FEED

Fred Bothwell has opened a feed store at St. Maries, Idaho.

Stewart Conger has purchased a feed store and mill at Arcadia, Neb.

P. W. Anderson has engaged in the flour and feed business at Madison, Minn.

A new flour and feed store has been opened at Elkhart, Kan., by E. H. Fisher.

A feed mill has been installed in the feed store of Serf & Haigert at Freeport, Ill.

The Hurst Feed & Grain Company, of Greencastle, Ind., has discontinued its business.

The Creston Flour & Feed Company, Creston, Ia., is planning to enlarge its quarters.

S. E. Thomas of Plant City, Fla., has opened a feed and grain store at Arcadia, Fla.

A. A. Eskew has taken over the feed business of Frank A. Koon at Shenandoah, Iowa.

Hurley Brothers, flour and feed dealers at Lake Placid, N. Y., are building a new elevator.

J. S. Malone has purchased the flour and feed business of W. G. Murray at Sewickley, Pa.

Woodcock & Son have sold their feed store at Rogue River, Ore., to T. H. B. Taylor & Co.

and, except on very rich, cool soils, fields of rye, grass and hay were very short at cutting time.

J. M. Smith has sold a half interest in the Mansfield Hay & Grain Company, Mansfield, Ohio, to W. O. Crall, formerly of Bucyrus, Ohio.

The Carolina Feed & Lumber Company has been incorporated at Andrews, N. C., with a capital stock of \$10,000. The incorporators are W. C. King, J. J. King and B. E. Smathers.

The Scott Feed & Grain Company, of Pensacola, Fla., has applied for a charter. The capital stock is \$5,000 and the officers are as follows: Hal L. Scott, president; Kirke Monroe, vice-president, and A. M. Scott, secretary-treasurer.

F. L. Davis will engage in the feed business at Defiance, Ohio, having severed his connections with the firm of Herb Brothers & Martin at Pittsburgh, Pa. Mr. Davis has formed a partnership with Richard Spangler and they will operate under the style of Spangler & Davis.

HAY FOR GERMAN ARMY HORSES

Probably the greatest feature of the European war aside from submarine and aeroplane exploits and the gigantic siege guns has been the remarkable

in the great conflict makes the question of supply and transportation no small matter, but the Germans have apparently solved it by means of train-loads of hay drawn by traction engines. The accompanying illustration shows one of these supply trains passing through a village in northern France, on its way to the firing line.

CHICAGO HAY MARKET

Albert Miller & Co., Chicago, say concerning the hay market on January 8: "Another advance today of 50 cents a ton on all grades of timothy and mixed hay. Big demand both locally and outside. Demand for hay greater right now all over the country than at any time previous this season. Shippers are urged to load as liberally as possible while conditions are so favorable."

"The same conditions exist in demand for alfalfa hay and we urge liberal shipment. Our orders are now in excess of receipts. Prairie hay demand improving while arrivals are light. Conditions at present justify shipments."

As a reserve in case of lack of food supplies, the Swedish government has decided to purchase 4,000,000 bushels of wheat. This quantity is considered sufficient to last two months and the cost is estimated at \$4,000,000. During December \$1,875,000 of this amount was placed at the disposition of a purchasing commission. The balance of the necessary funds will be obtained in January and February.



A GERMAN ARMY SUPPLY TRAIN OF HAY

Sam V. Glenn has purchased a half interest in the feed store of J. S. Carter at Conway, Ark.

R. C. Peacock of Cocoanut Grove, Fla., has established a hay, feed and grain store at Miami, Fla.

A flour and feed business has been opened at Black River, N. Y., by Silas W. Butts and Bert Elliott.

H. H. Dukes, feed and grocery dealer, at Pembroke, Ga., has moved his stock of feed into new quarters.

Little Brothers have opened a flour, feed and hay business at Tahlequah, Okla., in connection with a feed mill.

Walter A. Fourman has removed his feed and grain products business from Goshen, Ohio, to Columbus, Ohio.

H. W. Bates of Goldendale, Wash., grocer, has leased property which he will utilize for a flour and feed department.

A wholesale feed and produce company is erecting a building at Yale, Okla., which is 24x80 feet on the ground and two stories high.

A flour and feed store will be opened at Jefferson, Wis., in the spring by William Frank, who is preparing to establish a feed and flour mill at that place.

A. K. Deffenbaugh has withdrawn from the flour and feed firm of Powers & Deffenbaugh at Hastings, Neb., and the business is now conducted by Powers & Rider.

A brick and concrete storage house of 10,000 bushels' capacity is in process of construction at Evansville, Ind., for the Independent Hay & Grain Company.

The A. M. Allen Feed Company has disposed of its business at Dennett, Mo., to the Wallace-Dial Feed Company, consisting of W. H. Wallace, I. A. King and J. D. Dial.

According to Consular reports the hay crop of Ireland during the past year proved to be much lighter than that of 1913. The lack of moisture during May and June was unfavorable to growth.

efficiency of the commissary and supply department of the German army. Everything has been reduced to a system moving as smoothly as a great business corporation. But not only must the armies in the field be fed and clothed and supplied with ammunition, but the wants of the horses must also be attended to. The tremendous number of horses utilized

ALFALFA
Also All Other Kinds of Hay
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307 Mercantile Bldg.



Carlisle Commission Co.

(Established 1889)

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(The World's Greatest Hay Market)

If you have Hay we want it—if you want Hay we have it. We have unequalled facilities, the largest established trade and outlet. Liberal advances on consignment. Kansas City handling charges the lowest, service the best.

GET OUR DELIVERED PRICES

January 15, 1915.

487

OBITUARY

C. W. North of Cherokee, Iowa, grain dealer, passed away on December 13.

W. H. Coonrod of Port Jervis, N. Y., feed and grain dealer, passed away at his home in that place on December 18.

Geo. Smith, one of the oldest hay men in Chicago, died last month. His last connection was with Bridge & Leonard.

W. G. Maul, member of the Chicago Board of Trade, and connected with the grain and provision trade, died on December 23.

Frank Thornton, who had been engaged in business as a grain buyer and merchant at Welton, Ia., for over 40 years, died on December 24.

Frederic Schwarz, member of the New York Produce Exchange and a well-known grain merchant, died at his home in that city on January 7.

James L. Ward, former member of the Chicago Board of Trade, passed away on December 14, aged 75 years. Mr. Ward disposed of his membership in 1900.

Arthur C. Helm, for many years connected with the grain brokerage firm of the Wiley M. Egan Company, Pasadena, Cal., died on January 4, aged 60 years.

William B. Wire, for many years a prominent grain dealer and miller in southern Indiana, passed away at Princeton, Ind., several days ago. Mr. Wire was 70 years of age.

John H. Timken, formerly associated with his father, Herman Timken, in the flour and feed trade at Hoboken, N. J., suddenly died last month at that place, aged 54 years.

Nicholas Bawlf, owner of two elevator companies and known as the "oat king of Canada," was found dead in his bed at Winnipeg, Man., on December 27. He was 66 years of age.

William Bothe, one of the older members of the Chamber of Commerce, Milwaukee, Wis., died on December 27. Mr. Bothe had been a member of the organization since 1873.

The death of Benjamin Bitler, formerly well-known in the grain trade, occurred at the home of his son in Wapakoneta, Ohio, on December 22. Mr. Bitler was 82 years of age.

Clarence Cottman of Clarence Cottman Company, Inc., public weigher and member of the Baltimore Chamber of Commerce, died suddenly at Greenbackville, Va., on January 1.

The sudden death of Robert F. Cummings, member of the Chicago Board of Trade, occurred at his home in this city on New Year's Eve. Further details of his life are given elsewhere in this issue.

Nicholas Marz, flour and feed dealer and miller at Kewaskum, Wis., died on January 6, aged 63 years. Mr. Marz had lived at Kewaskum since 1872 and is survived by a widow and ten children.

Charles B. Burt, member of the Chicago Board of Trade, formerly with Lamson Brothers & Co., passed away on December 29. Mr. Burt was one of the younger members of the Board and well-liked by a large company of friends.

Jacob C. Cletten, aged 57 years, an employe of the Minnesota State Grain Inspection Department, was found dead from gas poisoning in his apartment at Minneapolis on December 28. The coroner pronounced the death accidental.

William Wesson, aged 74 years, member of the Chamber of Commerce, Milwaukee, Wis., and former buyer for the J. B. A. Kern & Sons Milling Company, of Milwaukee, passed away on December 25. Mr. Wesson is survived by his widow.

James L. Jones, known as the "wheat king of the Southwest," was shot and killed on December 31, by his son, Frank, aged 20 years, at the Jones ranch, near Clovis, N. M. The young man then walked to Clovis, a distance of 12 miles, and gave himself up, claiming self-defense.

Aretus Yale, aged 57 years, auditor for the Columbia Elevator Company, Minneapolis, Minn., passed away on December 20. Mr. Yale was a native of Quebec, and had been associated with the grain trade for about 25 years. He is survived by a son and daughter.

Josiah F. Jones, grain and feed dealer, died at his home in Philadelphia on January 2, aged 88 years. Mr. Jones was born at Plymouth, Pa., and moved to Germantown, Philadelphia, in 1852, and, with his brother, Samuel, entered the flour, feed and coal business. Later Samuel Jones took over the coal business but Josiah continued in the feed and grain business until his death. Mr. Jones was active in Germantown politics for half a century and did

commendable service as Overseer of the Poor. He is survived by three sons.

Thomas G. Aitken, grain broker and orange grower of Porterville, Cal., was instantly killed on a mountain road near Hot Springs, Cal., December 27, when the automobile he was driving overturned and pinned him under the tonneau.

Following an announcement of the failure of Stringer & Co., brokers, New York City, G. F. Stringer, Jr., the junior member of the firm, committed suicide on January 9. Mr. Stringer was 28 years of age. The firm's failure is said to have been due to the recent advance in the price of wheat.

After several weeks' illness, Thomas Cochrane, grain dealer, died at his home in Lincoln, Neb., aged 68 years. Mr. Cochrane owned elevators in Nebraska, Missouri and Kansas. He was identified with several fraternal organizations, having been a Mason, a Knight Templar and a member of the Mystic Shrine.

J. Wilder Merriam, hay and grain dealer, and member of the Board of Trade, Fitchburg, Mass., died at his home in that place on December 27, following a brief illness with pneumonia. When a young man, Mr. Merriam engaged in the hay and grain business with F. L. Rolph, continuing the business until his death.

The well known grain commission man, William Alexander Fraser, member of the Chicago Board of Trade, passed away at his home in this city on December 31. Mr. Fraser was born in New Haven, Conn., on February 12, 1837, and when a young man engaged in the grain business at Galesburg, Ill., where he remained in business for over 30 years. In 1898 he came to Chicago and established the W. A. Fraser Company and later opened branches in Minneapolis and Milwaukee. Mr. Fraser was also a member of the Merchants' Exchange of St.

[CONTINUED ON PAGE 488.]

For Sale

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

ELEVATORS AND MILLS

FOR SALE

A Milling in Transit Elevator and Feed Mill. F. S. POWELL, Director, Lackawanna, N. Y.

WANTED

Information regarding elevator or mill for sale. Send description. C. C. SHEPARD, Minneapolis, Minn.

MUST SELL AT ONCE

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FOR SALE CHEAP

Two elevators, one 40,000 and one 20,000 bushels capacity. In good condition. In best grain section in southeastern Minnesota. WINONA MALTING COMPANY, Winona, Minn.

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BAGS

FOR SALE—BURLAP BAGS OF EVERY KIND

New or second-hand, plain or printed with your brand; seamless cotton grain bags; sample bags; burlap, cotton, sheeting, or paper for car lining, etc.

Wanted: Second-hand bags; best prices paid WILLIAM ROSS & CO., 409 N. Peoria St., Chicago, Ill.

*Miscellaneous
Notices*

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

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Mixed cars of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial order to convince you of the superiority of our products. ANSTED & BURK CO., Springfield, Ohio.

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First-class salesman wanted, who is experienced in designing and selling grain elevator machinery equipments, power transmission, elevating and conveying machinery. State experience, references and salary. RELIABLE, Box 1, care "American Elevator and Grain Trade," Chicago, Ill.

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And take contracts either for material alone or job completed
Write us for prices. We can save you money.

THE AMERICAN ELEVATOR AND GRAIN TRADE

January 15, 1915.

OBITUARY

[CONTINUED FROM PAGE 487.]

Louis and was connected with the Knights Templar and the I. O. O. F. He is survived by his widow, one son and two daughters. Further details of his life are given elsewhere in this issue.

The death of William F. Chamberlain, seed inspector of the Merchants' Exchange, St. Louis, Mo., occurred on January 3, at his home in that city, following a prolonged illness. Mr. Chamberlain was 59 years of age and had been a member of the Merchants' Exchange for 32 years. He is survived by his wife, five sons and three daughters.

Walter Barker, treasurer of the Board of Trade, Peoria, Ill., and one of its oldest members, died at Waukesha, Wis., last month. Mr. Barker was formerly active on the Board as a grain operator but discontinued that business some time ago. However, he had continued his identity with the Board and was regular in his attendance at its sessions.

Shortly after returning from a banquet of the Buffalo Club, Frank W. Fiske, aged 81 years, one of the oldest grain dealers of Buffalo, N. Y., suddenly died on December 17. He was a well known member of the Buffalo Corn Exchange and was formerly associated with G. S. Hazard & Co., which firm subsequently became F. W. Fiske & Co., and later F. W. Fiske.

Samuel B. Sneath, for many years head of the grain firm of Cunningham & Sneath at Tiffin, Ohio, died at Pass Christian, Miss., on January 7, aged 86 years. Mr. Sneath was heavily interested in banks in Tiffin, Fostoria and Toledo, Ohio, and was well known throughout the state. He is survived by one son, Ralph, who is engaged in the grain business at Tiffin, and several daughters.

J. Henry Norton, former well-known Chicago grain and commission merchant, died at his home in Boston, Mass., on December 22, where he had resided since 1909. Mr. Norton was active in the grain business in Chicago for 40 years, having come to this city in 1863, when he entered the trade with his father under the name of Norton & Son. Later he became western partner of David Dow & Co., of New York, and in the early eighties, senior partner

of Norton & Worthington, and in 1899 of Norton & Switzer. He was a charter member of the Chicago Club, a member of several other Chicago clubs and also a member of the Union Club of New York.

Following a surgical operation, William L. Methane, of Lima, Ohio, former grain dealer, died on January 3, aged 62 years. Mr. Methane was born in Allen County, Ohio, and for several years was engaged with his father in the grain and elevator business in Lima. Later, he accepted a position as salesman with the Moore Brothers Company of Lima, continuing with the firm until about two months ago.

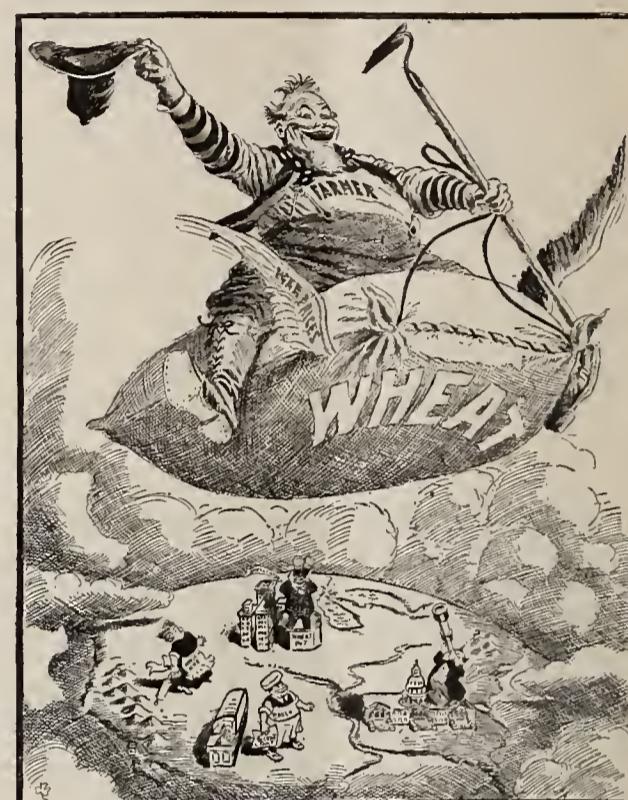
E. G. Knight, aged 78 years, well known Illinois grain dealer, passed away at his home in Monticello, Ill., on December 14, after a long illness. Mr. Knight, in partnership with L. B. Tinder, entered the grain trade in 1877, but in 1884 he purchased his partner's interest and in 1892 admitted his son, H. N. Knight, to the business, operating as the Knight Grain Company. Mansfield & Co. purchased the business of the firm in 1906 and three years later Mr. Knight retired from business activities.

Following a stroke of paralysis at the Girard Point Elevator, Philadelphia, Pa., on December 16, Abraham P. Foering, assistant grain inspector for the Philadelphia Chamber of Commerce, passed away on December 19, at the Pennsylvania Hospital, aged 67 years. Mr. Foering was a brother of Captain John O. Foering, chief grain inspector, had been associated with the grain trade for 45 years and identified with the inspection department since 1877. Previous to that he was chief weighmaster at the Washington Avenue Elevator for a number of years.

Following an illness of several weeks in the Hillsdale Sanitarium, Major Edward A. Bigelow, former grain and provision dealer of Chicago, passed away, on December 18, aged 65 years. Major Bigelow organized the firm of E. A. Bigelow & Co., dealers in grain and provisions, and remained at its head until 1897. In 1903 he organized the Continental Life Insurance Company and served as its president until it was dissolved several years later. He was a veteran of the Civil and Spanish-American wars and retired from the United States army with the rank of major paymaster in 1900 and a short time later founded

the movement for the observation of "Flag Day." Mr. Bigelow helped to organize the Marquette and Hamilton Clubs of Chicago.

The death of Charles Foster, pioneer Illinois grain buyer, occurred at his home in Morrison, Ill., on December 17, of which place he had been a resident for 60 years. Mr. Foster was born near Ithaca, N. Y., September 6, 1831, and came to Illinois in 1854, when he engaged in buying grain at Sterling and Morrison, successively, when those points were the end of the Chicago & Galena Union Railway. He is survived by his widow, three daughters and one son.

From the Chicago Examiner.
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THE AMERICAN ELEVATOR AND
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January 15, 1915.

489

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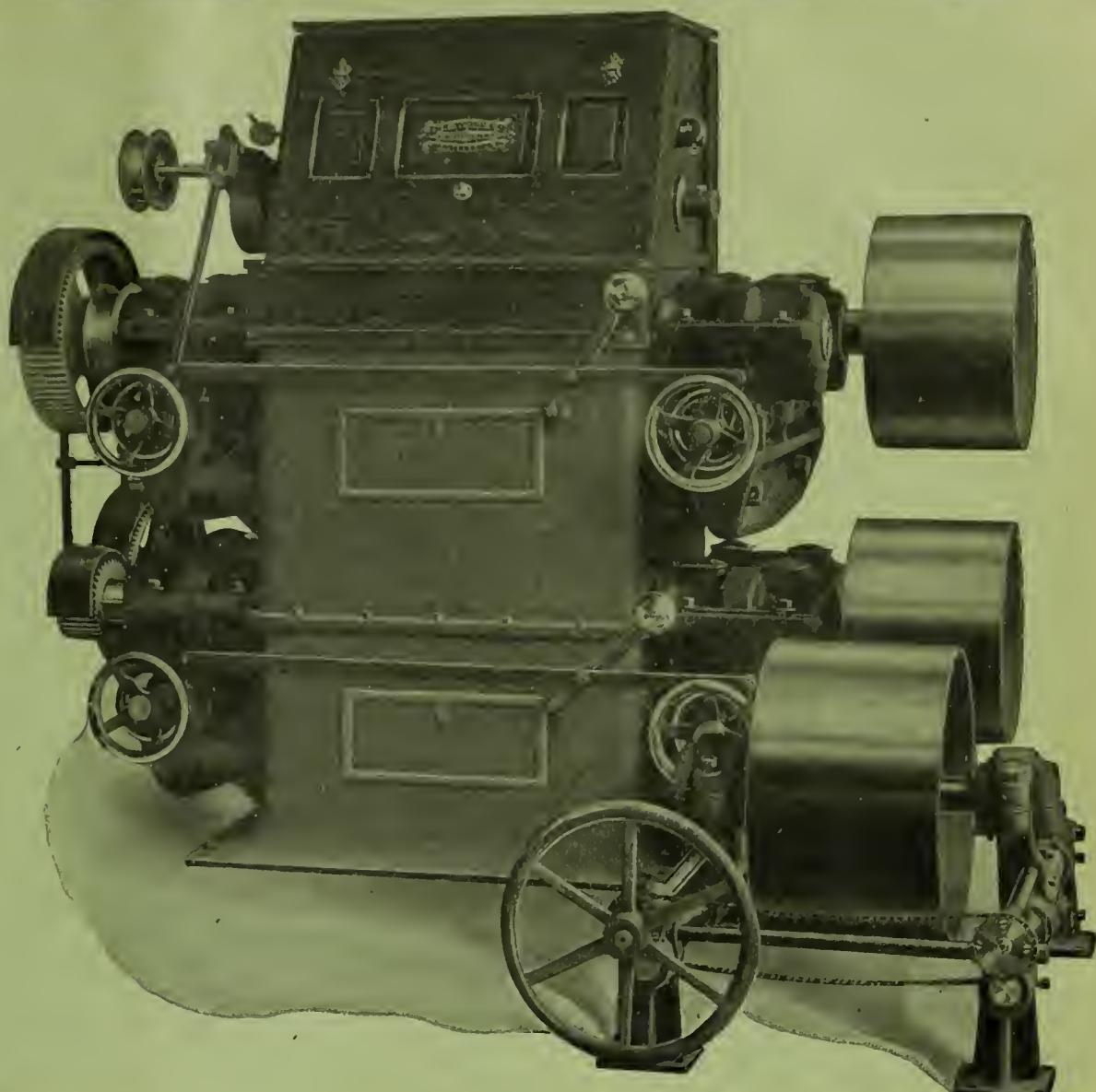
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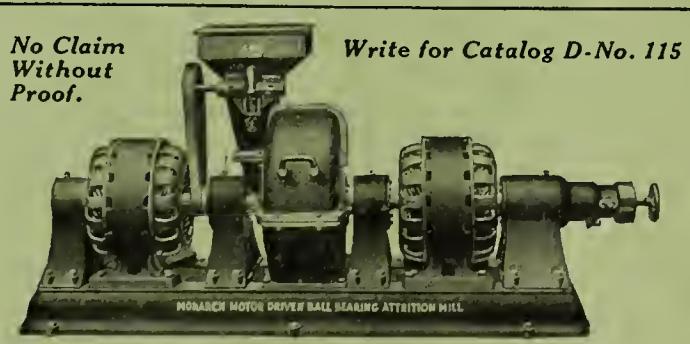
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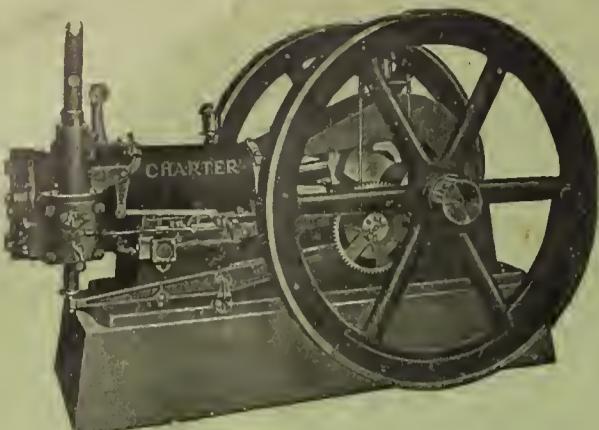
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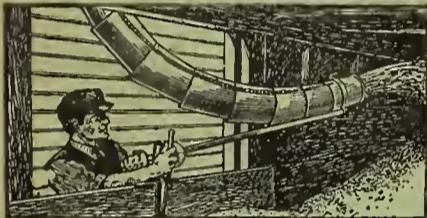
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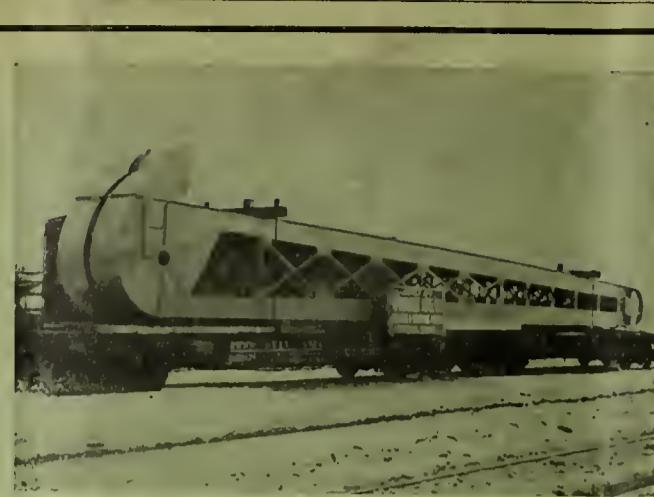
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